Entrepreneurship, Training and Trade

Entreprenariat, Formation professionnelle et Commerce

Annual Report 2011-2012

Rapport annuel 2011-2012

Manitoba

His Honour the Honourable Philip S. Lee, C.M., O.M.
Lieutenant Governor of Manitoba
Room 235, Legislative Building
Winnipeg, Manitoba
R3C 0V8

Your Honour:

I am pleased to present the Annual Report for the Department of Entrepreneurship, Training and Trade for the fiscal year ending March 31, 2012.

Respectfully submitted,

Original Signed by

Peter Bjornson
Minister

Son Honneur l'honorable Philip S. Lee, C.M., O.M.
Lieutenant-gouverneur du Manitoba
Palais législatif, bureau 235
Winnipeg (Manitoba) R3C 0V8

Monsieur le Lieutenant gouverneur,

J'ai le plaisir de présenter à Votre Honneur le rapport annuel du ministère de Entreprenariat, Formation professionnelle et Commerce pour l'exercice se terminant le 31 mars 2012.

Je vous prie d'agréer, Monsieur le Lieutenant-gouverneur, l'expression de mon profond respect.

Le ministre,

Document original signé par :

Peter Bjornson

Manitoba

Entrepreneurship, Training and Trade

Deputy Minister
Legislative Building, Winnipeg, MB, R3C 0V8
www.gov.mb.ca

Honourable Peter Bjornson
Minister of Entrepreneurship, Training and Trade
Room 333, Legislative Building
Winnipeg, Manitoba

Dear Minister:

We have the honour of presenting the Annual Report for the Department of Entrepreneurship, Training and Trade for the period April 1, 2011 to March 31, 2012.

The activities and efforts undertaken by the Department with our industry partners support our vision of Manitoba being a Province that is prosperous and influential within a united Canada and within a changing world. Working towards Manitoba's vision, we are pleased to profile a few outcomes achieved in 2011-2012:

The Department successfully pursued a dispute-resolution panel under the national Agreement on Internal Trade on labour mobility for public accountants. The panel ruled that certified general accountants practising public accounting in Manitoba should be granted licenses to provide these services to clients in Ontario without having to complete additional training.

The Department began administrating the new Commercialization Support for Business Program. The Program targets Manitoba entrepreneurs and small to medium sized enterprises that are seeking to start-up, expand or modernize their business through innovation and commercialization. The Program offers financial assistance to support entrepreneurs and businesses as they move through the process of conceiving, developing and commercializing products and processes and expanding into new markets. The Program is jointly delivered with the departments of Innovation, Energy and Mines, and Manitoba Agriculture, Food and Rural Initiatives.

Building on the success of the aerospace engine testing and certification facility recently opened in Thompson, the Department championed a project to develop a new certification and test centre at James Richardson International Airport in Winnipeg, being funded by General Electric. The facility will be capable of implementing new, more strenuous icing test requirements being developed by the FAA and will facilitate the testing of the next generation of engines being developed to power the world's airline fleets. With the arrival of GE, three of the world's largest engine OEM's will be situated in Manitoba and over 80% of the world's new gas turbine engines will have certification testing performed in Manitoba.

The Canada/Manitoba Business Service Centre (C/MBSC) responded to approximately 30,000 walk-in/phone business and trade-related inquiries and in addition, the Small Business Development Branch registered approximately 10,100 client interactions during the year. The C/MBSC also delivered 180 business and trade related seminars and workshops to approximately 3,500 participants in Winnipeg and throughout all regions of Manitoba. During the year, 145 business seminars of the 180 seminars delivered were broadcasted to approximately 1,100 participants via the Small Business Learning Network's video conferencing medium. Approximately 700 participants attended the 30 three-day Business Planning Workshops conducted throughout Manitoba.

The Business Immigration and Investment Branch successfully facilitated the arrival of 172 business immigrants, 415 dependant family members and over $22 million in initial investments in 77 businesses.

The Protocol Office organized the Manitoba visits of Their Excellencies The Governor General of Canada and Mrs. Johnston and assisted in the organization of Prime Minister Harper's flood tour of Western Manitoba.

The Department collaborated with other government and private sector organizations to enhance the delivery of programs, services and information to businesses and individuals, launching several new online services, including *AccessManitoba*, the BizPaS (Business Programs and Services) Directory and the "Next Generation" BizPaL platform. The Department also established a Manitoba Business Gateway site in the City of Dauphin and partnered with local governments to introduce BizPaL services in 14 additional communities.

A continuum of integrated employment-related training and workforce development programs and services were provided to over 35,000 new and existing clients (nearly 9,000 sponsored in skills development opportunities linked to local labour market requirements), and over 22,600 employed individuals. In addition, 168 small and medium-sized enterprises were assisted with comprehensive solutions to human resource management issues.

In January 2012, the Employment and Income Assistance (EIA) program, the marketAbilities Program, the Supported Employment and income supplement programs [55 Plus, the Manitoba Child Benefit (MCB), and RentAid] transferred from Family Services and Labour to Entrepreneurship, Training and Trade. The move was made to improve access for income assistance recipients to services and programs that will enhance skills and opportunities for workforce attachment.

Manitoba Trade and Investment (MTI) provided services to over 465 Manitoba companies and organizations in 2011/12. With over 460 years of experience and the ability to provide services in 17 languages MTI assisted Manitoba companies in exploring and entering new markets and expanding within existing markets. In 2011, MTI engaged the Manitoba Bureau of Statistics to conduct a *Client Satisfaction Survey*. Survey results showed 96% of respondents replied they would work with MTI again for their export development needs.

The Department planned and coordinated visits from international delegations coming from South Africa, Ukraine, Iceland, and Illinois, and supported an outgoing visit to Turkey. The Department led Manitoba's participation in a number of ongoing international fora, including the Western Governors' Association, the Southeastern United States – Canadian Provinces Alliance, the Pacific Northwest Economic Region, the Legislators' Forum, and the Midwestern Legislative Conference. The Department also supported Council of the Federation discussions on Canada-US relations and other international issues and helped coordinate advocacy activities in the US on hydroelectric power and cross-border water issues.

The department will continue to undertake initiatives and strategic planning that will contribute to furthering the economic, labour market and social inclusion of all Manitobans.

Respectfully submitted,

Original Signed by

Hugh Eliasson
Deputy Minister of
Entrepreneurship, Training and Trade

Original Signed by

Jim Eldridge
A/Deputy Minister of
Federal/Provincial and International Relations

Manitoba

Entreprenariat, Formation professionnelle et Commerce

Le sous-ministre
Palais législatif, Winnipeg (Manitoba) R3C 0V8
www.gov.mb.ca

Monsieur Peter Bjornson
Ministre de l'Entreprenariat, de la Formation professionnelle et du Commerce
Palais législatif, bureau 333
Winnipeg (Manitoba)

Monsieur le Ministre,

Nous avons l'honneur de vous présenter le rapport annuel du ministère de l'Entreprenariat, de la Formation professionnelle et du Commerce pour l'exercice allant du 1er avril 2011 au 31 mars 2012.

Les activités et les efforts du ministère, en collaboration avec nos partenaires du secteur, viennent appuyer notre vision pour le Manitoba, à savoir une province prospère et influente au sein d'un Canada unifié et d'un monde en changement. Permettez-nous de vous présenter un bref aperçu de quelques-unes des réalisations du ministère qui, au cours de l'exercice 2011-2012, ont contribué à notre vision pour le Manitoba :

Le ministère a obtenu gain de cause auprès d'un conseil de règlement des différends en vertu l'Accord sur le commerce intérieur relativement à la mobilité de la main-d'œuvre pour les experts-comptables. Le conseil a jugé que les comptables généraux accrédités exerçant leur profession au Manitoba devraient pouvoir obtenir une licence pour fournir des services aux clients en Ontario sans avoir à suivre une formation supplémentaire.

Le ministère a commencé à administrer le nouveau Programme d'aide à la commercialisation destinée aux entreprises. Le programme vise les entrepreneurs et les petites et moyennes entreprises du Manitoba qui cherchent à lancer une entreprise, ou à élargir ou à moderniser leurs activités au moyen de l'innovation et de la commercialisation. Le programme offre une aide financière pour appuyer les entrepreneurs et les entreprises pendant le processus de conception, de mise au point et de commercialisation de leurs produits et processus et de lancement sur de nouveaux marchés. Le programme est offert conjointement avec Innovation, Énergie et Mines Manitoba, et Agriculture, Alimentation et Initiatives rurales Manitoba.

Fort du succès du centre d'essai et de certification de moteurs aérospatiaux qui a récemment ouvert ses portes à Thompson, le ministère s'est fait le champion d'un projet visant la création d'un nouveau centre d'essai et de certification à l'Aéroport international James Armstrong Richardson de Winnipeg, projet qui sera financé par la société Générale électrique. Le centre aura la capacité de mettre en œuvre de nouvelles exigences plus rigoureuses en matière d'essais de givrage de moteurs qui sont en voie de développement par la FAA et facilitera l'essai de la prochaine génération de moteurs qui sont en train d'être mis au point pour alimenter les avions des lignes aériennes partout dans le monde. Avec l'arrivée de Générale électrique, trois des plus gros fabricants mondiaux d'équipement d'origine seront installés au Manitoba, et plus de 80 % des nouvelles turbines à gaz au monde seront certifiées par le biais d'essais effectués au Manitoba.

Le Centre de services aux entreprises Canada-Manitoba a répondu à quelque 30 000 demandes en personne ou par téléphone touchant les entreprises et le commerce et, de plus, la Direction du développement des petites entreprises a enregistré environ 10 100 interactions avec la clientèle au cours de l'année. Le Centre a également présenté 180 séminaires et ateliers sur les affaires et le commerce auxquels ont assisté environ 3 500 participants à Winnipeg et dans toutes les régions du Manitoba. Au cours de l'année, des 180 séminaires offerts, 145 séminaires sur les affaires ont été diffusés à environ 1 100 participants par le système de vidéoconférence du réseau d'apprentissage en ligne pour les petites entreprises. Environ 700 personnes ont participé aux 30 ateliers de planification d'entreprise d'une durée de trois jours organisés dans tout le Manitoba.

La Direction de l'immigration des investisseurs et des entrepreneurs a facilité l'arrivée au Manitoba de 172 gens d'affaires immigrants et de 415 personnes à charge. Les nouveaux venus ont effectué plus de 22 millions de dollars d'investissements initiaux dans 77 entreprises.

Le Bureau du protocole a organisé les visites au Manitoba de leurs Excellences le Gouverneur général du Canada et M^{me} Sharon Johnston, et a participé à l'organisation de la visite que le premier ministre, M. Stephen Harper, a effectuée dans les régions inondées de l'ouest du Manitoba.

Le ministère a collaboré avec d'autres organismes gouvernementaux et du secteur privé pour améliorer la prestation de programmes, de services et d'information aux entreprises et aux particuliers, et ce, en lançant plusieurs nouveaux services en ligne, notamment Accès Manitoba, le répertoire LienAffaires (Programmes et services pour les entreprises) et la nouvelle application PerLE. Le ministère a également établi un nouveau site de Passerelle des entreprises à Dauphin, et a collaboré avec des administrations locales afin d'introduire les services du programme PerLe dans 14 collectivités additionnelles.

Un vaste éventail de programmes et de services intégrés de formation à l'emploi et de développement de la main-d'œuvre ont été offerts à plus de 35 000 clients, nouveaux ou existants (près de 9 000 parrainés afin de profiter d'occasions de développement des compétences liées aux exigences du marché du travail local), et à plus de 22 600 personnes employées. En outre, 168 petites et moyennes entreprises ont pu bénéficier de solutions exhaustives à des questions de gestion des ressources humaines.

En janvier 2012, le Programme d'aide à l'emploi et au revenu (AER), le Programme d'emploi-habiletés, et les programmes d'emploi assisté et de supplément de revenu [55 et plus, Prestation manitobaine pour enfants, et Programme d'aide au loyer] ont été transférés de Services à la famille et Travail Manitoba à Entreprenariat, Formation professionnelle et Commerce Manitoba. Le transfert visait à faire en sorte que les participants à l'AER aient un meilleur accès aux services et aux programmes qui amélioreront leurs compétences et les possibilités d'emploi.

Commerce et investissement Manitoba (CIM) a fourni des services à plus de 465 entreprises et organismes manitobains en 2011-2012. Avec plus de 460 années d'expérience et la capacité d'offrir des services en 17 langues différentes, CIM a aidé des entreprises manitobaines à explorer et à pénétrer de nouveaux marchés ainsi qu'à se développer sur les marchés où elles sont déjà présentes. En 2011, CIM a engagé le Bureau des statistiques du Manitoba pour effectuer un sondage sur la satisfaction de la clientèle. Les résultats ont révélé que parmi les sujets interrogés, 96 % ont indiqué qu'ils feraient de nouveau affaire avec CIM pour répondre à leurs besoins en matière de développement des exportations.

Le ministère a planifié et a coordonné des visites de délégations internationales venant d'Afrique du Sud, d'Ukraine, d'Islande et de l'État de l'Illinois, et a appuyé la visite d'une mission manitobaine en Turquie. Le ministère a également dirigé la participation de la Province à un certain nombre de forums internationaux continus, notamment la conférence de la Western Governors' Association, la conférence de l'Alliance des États du sud-est des États-Unis et des provinces canadiennes, la réunion de la Pacific Northwest Economic Region, le Legislators' Forum et la Midwestern Legislative Conference. Le ministère a également appuyé les discussions du Conseil de la fédération à propos des relations canado-américaines et d'autres enjeux internationaux, et a aidé à coordonner les activités de revendication aux États-Unis relativement aux questions portant sur l'énergie hydroélectrique et les ressources d'eau à la frontière avec les États-Unis.

Le ministère continuera à entreprendre des initiatives et des activités de planification stratégique qui contribueront à favoriser l'intégration sociale, économique et professionnelle de tous les Manitobains.

Nous vous prions d'agréer, Monsieur le Ministre, l'assurance de notre haute considération.

Le sous-ministre de l'Entreprenariat,
de la Formation professionnelle
et du Commerce,

Document original signé par :

Hugh Eliasson

Le sous-ministre par intérim des
Relations fédérales-provinciales
et internationales,

Document original signé par :

Jim Eldridge

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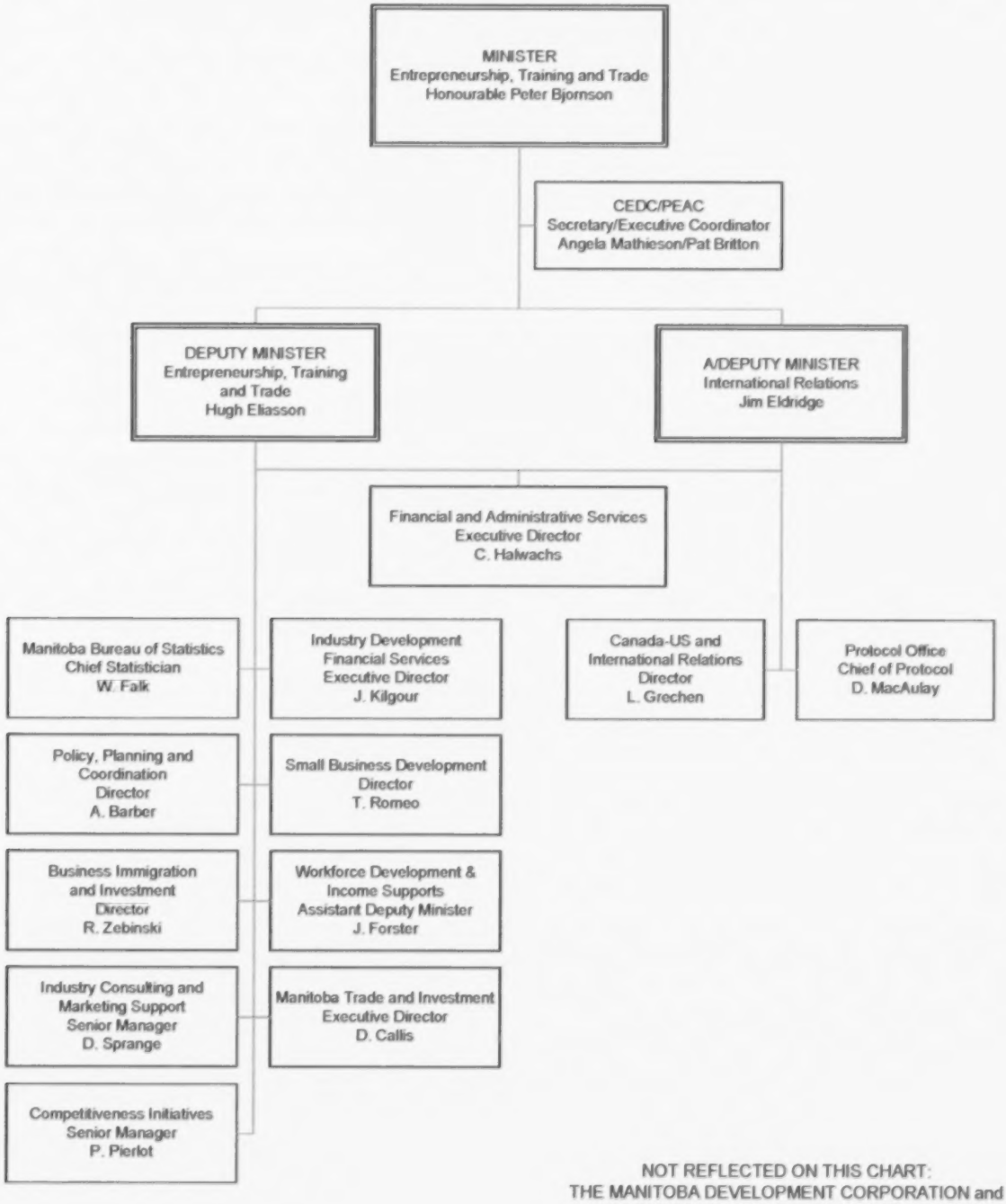
ENTREPRENEURSHIP, TRAINING AND TRADE
ORGANIZATION CHART
As at March 31, 2012



NOT REFLECTED ON THIS CHART:
THE MANITOBA DEVELOPMENT CORPORATION and
MANITOBA TRADE & INVESTMENT CORPORATION

PREFACE

REPORT STRUCTURE

The Annual Report is organized in accordance with the department's appropriation structure and the Main Estimates of Expenditure for the Province. The Report includes financial performance and variance information at the main and sub-appropriation levels and information relating to the department's objectives and results at the sub-appropriation level. The Report also includes information about associated agencies, business assistance, revenue and expenditures, a five-year comparison of expenditures and a staffing analysis.

STATUTORY RESPONSIBILITIES

The Minister of Entrepreneurship, Training and Trade is responsible for the following:

The Advisory Council on Workforce Development Act ..... A 6.5
The Apprenticeship and Trades Qualifications Act ..... A 110
The Apprenticeship and Certification Act ..... A 110
The Convention Centre Corporation Act (S.M. 1988-89, c. 39) ..... -
The Crocus Investment Fund Act (except section 11) ..... C 308
The Design Institute Act ..... D 40
The Education Administration Act (clause 3(1)(h), as it relates to training) ..... E 10
The Employment and Income Assistance Act ..... E 98
The Electronic Commerce and Information Act (except Part 5) ..... E 55
The Franchises Act ..... F 156
The Labour Mobility Act ..... L 5
The Labour-Sponsored Venture Capital Corporations Act
[Part 2, and sections 16 to 18 as they relate to Part 2] ..... L 12
The Department of Labour and Immigration Act
[as it applies to certain training programs] ..... L 20
*The Social Services Administration Act
(as it relates to employment and income support) S165

The Statistics Act ..... S 205
The Manitoba Trade and Investment Corporation Act ..... T 125
The Rent Aid Regulation, M.R. 148/2006, made under The Housing and Renewal Corporation Act

*Under the Social Services Administration Act, responsibility for

- Income Supplement for Persons Eligible for Old Age Security Benefits, (55 PLUS) Regulation, M.R. 65/90
- Income Supplement for Persons Not Eligible for Old Age Security Benefits, (55 PLUS) Regulation, M.R. 64/90
- Manitoba Child Benefit Regulation, M.R. 85/2008
- Vocational Rehabilitation of Disabled Persons Regulation, M.R. 1/90

As per Schedule "H", Order-In-Council 81/2012

SUSTAINABLE DEVELOPMENT

The department is committed to the Principles and Guidelines set out in The Sustainable Development Act and works to have them incorporated into departmental activities, programs and business practices. Sustainable development initiatives undertaken within the operation of the department's programs are: minimizing waste through the efficient use of office supplies and recycling; increased utilization of the internet to communicate and disseminate information to our internal and external clients; delivery of a variety of workshops, seminars, business counselling sessions and research assistance suitable for use by businesses involved with the production/delivery of environmental products and services; and participation on various sustainable development committees and working groups such as the Code of Practice; Financial Management and Sustainablity Reporting teams.

The Principles and Guidelines of Sustainable Development are:

1. Integration of Environmental and Economic Decisions
2. Stewardship
3. Shared Responsibility and Understanding
4. Prevention
5. Conservation and Enhancement
6. Global Responsibility
7. Efficient uses of Resources
8. Public Participation
9. Access to Information
10. Integrated Decision Making and Planning
11. Waste Minimization and Substitution
12. Research and Innovation.

The Sustainable Development Procurement Goals:

1. Education, Training and Awareness
2. Pollution Prevention and Human Health Protection
3. Reduction of Fossil Fuel Emissions
4. Resource Conservation
5. Community Economic Development

ORGANIZATION

The department's 2011/12 organization structure is illustrated in the Organization Chart, page i. The Vision, Mission, Critical Priorities, roles, responsibilities and staffing are outlined in the following information.

VISION

The Department of Entrepreneurship, Training and Trade is committed to improving quality of life through furthering the economic, labour market and social inclusion of all Manitobans and growing an economy that benefits all Manitobans by advancing the Province as a thriving place to live, learn, work and invest.

MISSION STATEMENT

Entrepreneurship, Training and Trade provides programs and services by:

- Fostering trade, investment and entrepreneurship in partnership with stakeholders to maximize opportunities for prosperity for all Manitobans;
- Supporting the development of a skilled and sustainable workforce;
- Supporting training and employment opportunities to allow citizens to achieve fuller participation in society and greater self sufficiency and independence;
- Providing financial and other supports to citizens who need help meeting their basic needs so that they may achieve fuller participation in society.

The department is organized in five divisions:

THE ADMINISTRATION AND FINANCE DIVISION provides support for the operation of the offices of the Minister and Deputy Minister; provides central financial, administrative and computer support services to the departments of Entrepreneurship, Training and Trade and Innovation, Energy and Mines; provides policy support in trade and economic development to the department and across government; co-ordinates and supports departmental strategic and business planning and knowledge management initiatives; and co-ordinates the economic and labour force statistical system to adapt to the changing policy and program requirements of the Manitoba government and Crown agencies.

THE BUSINESS SERVICES DIVISION provides or facilitates businesses' access to capital to spur the establishment and expansion of enterprises to improve the economic status of Manitoba; provides sector expertise to businesses in the areas of marketing, technology, business development and management; provides department-wide marketing support and development of promotional products; co-ordinates and delivers a range of services for the enhancement and growth of Manitoba's entrepreneurial and small business community; and increases inward investment to attract businesses and business people to Manitoba through general promotion, business or company recruitment, and entrepreneur recruitment. Provides leadership and coordination for improving government service delivery to businesses, the Manitoba Manufacturing Sector Economic Development Plan and other initiatives that aim to advance the productivity and competitiveness of business in Manitoba.

WORKFORCE DEVELOPMENT AND INCOME SUPPORT works in partnership with a multitude of industry, labour, education, and community stakeholders to identify human resource, training and support needs; develops effective strategies to meet those needs; and provides assistance for Manitobans to attain independence and sustainable employment. In January 2012, employment and income supports joined with labour market skills programming, leveraging efforts to provide greater employment opportunities for Manitobans through skills development at the same time as meeting Manitoba's labour market demands. Programs and services are integrated through Apprenticeship Manitoba, Employment Manitoba, Industry Workforce Development, Employment and Income Assistance, and Vocational Rehabilitation / Market*ABILITIES*. This is enhanced by the work of the Minister's Advisory Council on Workforce Development.

COMMUNITY AND ECONOMIC DEVELOPMENT DIVISION provides analytical expertise and administrative support to the Community Economic Development Committee of Cabinet; co-ordinates all major government initiatives relating to community and economic development in the province; provides advice and support in the on-going development of Manitoba's economic strategy including identifying priorities, solicits community input and assists in formulating policy and recommendations.

INTERNATIONAL RELATIONS AND TRADE DIVISION is the branches of: Canada-U.S. and International Relations, Protocol, and Manitoba Trade and Investment. In addition, the policy coordination unit of Entrepreneurship, Training and Trade provides lead support on internal trade and trade policy matters. The core business of the International Relations and Trade Division is relationship-building, in particular, strengthening strategic relationships with respect to international and trade and investment activities with: governments in the United States and other international jurisdictions; the diplomatic community in Canada and abroad; and the business community in Manitoba and external markets.

ADMINISTRATION AND FINANCE

MINISTER'S SALARY AND EXECUTIVE SUPPORT

The Administration and Finance Division comprises the Executive Support Offices, Financial and Administrative Services, Policy, Planning and Coordination, and Manitoba Bureau of Statistics.

EXECUTIVE SUPPORT

Executive Support includes the Offices of the Minister and Deputy Minister. The Minister provides leadership and direction to ensure the goals and objectives of the department are accomplished. The Office of the Deputy Minister provides the Minister with advice and information regarding issues and matters of concern to the department. Executive Support is responsible for providing the department with policy direction and the overall planning and co-ordination of departmental activities.

10-1(a) Minister's Salary

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Minister's Salary	37	1.00	37	-	
Total Expenditures	**37**	**1.00**	**37**	-	

10-1(b) Executive Support

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	569	9.00	612	(43)	
Total Other Expenditures	61		73	(12)	
Total Expenditures	**630**	**9.00**	**685**	**(55)**	

FINANCIAL AND ADMINISTRATIVE SERVICES

Financial and Administrative Services is comprised of two primary components; Finance and Administration and Computer Services. The branch provides shared Financial and Administrative and Computer Services to the departments of Entrepreneurship, Training and Trade and Innovation, Energy and Mines.

OBJECTIVES

The objectives of Financial and Administrative Services are as follows: to provide leadership, program direction and operational coordination to support department activities; to provide high quality, timely and customer responsive administration, financial management, and information technology; develop and administer appropriate administrative and financial standards, policies and procedures; and to develop and maintain appropriate reporting systems to provide timely and accurate decision-making information to senior management in the departments and in central agencies through a centralized support service.

ACTIVITIES/RESULTS

Finance and Administration supports the mission and goals of the Department by:

- Processing payments and receipts;
- Providing computer business application development and support services;
- Administering and coordinating the Department's parking and pool vehicle programs;
- Providing for physical accommodations;
- Providing advisory and specialized accounting and financial management services to departmental personnel and related entities;
- Coordinating the departmental administration of the *Freedom of Information and Protection of Privacy Act* and *The Public Sector Disclosure (Whistleblower) Protections Act*;
- Managing the department's records management program and
- Providing timely, accurate and relevant information to departmental and central agency decision-makers including budgetary, cash flow and year end reporting.

Computer Services provides the department with information technology coordination and support services including: Strategy Planning, IT Planning, Value Management, IT Governance, Project Portfolio and Business Analysis, Alignment of Business & Technology Services, Business Process Improvement, Innovation and Change Management; user education and assistance (outside the standard suite); and implementation of government wide initiatives, and adherence to guidelines and standards.

10-1(c) Financial and Administrative Services

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	1,545	25.00	1,509	36	
Total Other Expenditures	396		417	(21)	
Less: Recoverable from Innovation, Energy and Mines	(150)		(150)	-	
Total Expenditures	**1,791**	**25.00**	**1,776**	**15**	

POLICY, PLANNING AND COORDINATION

OBJECTIVES

Policy, Planning and Coordination provides analytical, advisory and research support services to the Minister, Cabinet and other provincial departments and agencies. This includes undertaking analysis of trade, labour market and economic policy issues, providing critical information and working closely with other partners to promote economic development in Manitoba. The Branch's Labour Market Information Unit provides labour market analysis to support program and policy development in government departments involved in education, training and immigration, and co-ordinates, develops and disseminates labour market information directly to the public to support service delivery within the Department.

ACTIVITIES/RESULTS

The Branch manages the ongoing implementation of the Agreement on Internal Trade (AIT) in Manitoba. Efforts in this area include: supporting the Minister's participation as a member of the Ministerial Committee on Internal Trade; serving as Manitoba's Internal Trade Representative; co-ordinating the government-wide participation in the Agreement; direct responsibility for negotiations pursuant to the Agreement on Internal Trade, including the negotiation and ongoing implementation and monitoring of the revised Labour Mobility Chapter and monitoring and participating in disputes arising under the revised Dispute Resolution Chapter.

Policy, Planning and Coordination supports the Premiers of Manitoba and New Brunswick in their role as co-leaders on internal trade under the Council of the Federation, which includes coordinating and reporting on progress on internal trade initiatives under the Council of the Federation Workplan. In 2011/2012, the Branch engaged Manitoba Departments, regulatory authorities and stakeholders to implement the Labour Mobility Chapter of the AIT, and extended this Chapter to include financial services occupations. The Branch also continued negotiations to strengthen the AIT's dispute resolution provisions, to reconcile business licensing and corporate registrations requirements and to enhance transparency of government procurment.

As lead provincial agent for international trade policy, the Branch develops provincial policy for implementation of international trade agreements such as the North American Free Trade Agreement (NAFTA) and the World Trade Organization (WTO). The Branch also works to ensure that Manitoba's priorities and concerns are reflected in new trade negotiations through consultations with key stakeholders. In 2011/2012, the Branch served as Manitoba's Chief Negotiator in negotiations towards a comprehensive economic partnership with the European Union, negotiations toward a comprehensive trade agreement with India and continued efforts to expand on Canada's 2010 agreement with the US on government procurement.

The Branch provides support for ministerial meetings and conferences, including meetings of Ministers and Deputy Ministers responsible for International Trade, Industry and Labour Markets. The Branch also provides support to the Premier including briefings on trade, labour market and competitiveness issues for the Western Premiers' Conference, Western Governors' Meetings, the Annual Meetings of the Council of the Federation, and First Ministers' Meetings.

Activities of the Labour Market Information Unit include: production of electronic and printed career and labour market information products such as *Manitoba Job Futures* and *Manitoba Prospects*; active participation in the Forum of Labour Market Minister's Working Groups on Labour Market Information; maintenance of an internal labour market information working group; internal labour market analysis and briefings; and, increased access to labour market information through partnerships, websites, presentations to job seekers, students, regulators, sector organizations, employment practitioners, employment counsellors and career symposia.

The Department of Entrepreneurship, Training and Trade acts as the lead department in Manitoba for activities under the Pan-Canadian Framework for the Assessment and Recognition of Foreign Qualifications. In 2011/2012, the Branch worked in conjunction with the Department of Immigration and Multiculturalism to coordinate Manitoba's interdepartmental efforts to develop a principles-based framework for assessment and recognition of foreign qualifications for priority occupations under the Framework and to share national co-chair responsibilities with the Federal Government on this Pan-Canadian initiative.

The Branch provides policy advice and support to economic development initiatives including: Provincial Small Business policy service improvements, and support to Community and Aboriginal Economic Development strategic priorities.

Planning support is provided to the Department of Entrepreneurship, Training and Trade including: coordination and production of the department's annual plan, leading the development of a departmental human resource and renewal plan, as well as provision of ministerial advisory and speaking notes on trade, labour market and economic policy issues.

The Branch represents the Government of Manitoba on the Provincial-Territorial Advisory Committee and the Trade Advisory Committee of the Standards Council of Canada. This function involves interdepartmental co-ordination to represent Manitoba's views on standards-related issues before the Council.

10-1(d) Policy, Planning and Coordination

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	766	10.00	783	(17)	
Total Other Expenditures	258		237	21	
Total Expenditures	**1,024**	**10.00**	**1,020**	**4**	

MANITOBA BUREAU OF STATISTICS

OBJECTIVES

The primary role of the Manitoba Bureau of Statistics (MBS) is to serve the informational requirements of the Manitoba Government, its departments and crown agencies. Specific objectives are:

- to actively participate in and coordinate the development of the Manitoba statistical system in terms of information needs, collection, dissemination, analysis and presentation;
- To adapt the Manitoba statistical system to address changing policy and program requirements and emerging issues.

In order to further its objective, MBS functions as the designated focal point for interface between the Province and Statistics Canada.

As the provincial central statistical agency, MBS has the following characteristics:

*Impartiality *Selective Specialization *Surveys *Coordination *Legislative Mandate

ACTIVITIES/RESULTS

The MBS strategic thrust is the provision of comprehensive information services to the Manitoba government, its agencies, the business community, and the general public. This strategy is carried out through four major areas of activity:

- responding to requests for MBS developed information; and liaison/coordination with Statistics Canada, provincial user departments/crown agencies, and with other provincial statistical agencies;
- providing common information services in order to avoid duplication of effort and costs in the areas of information collection, analysis and dissemination; and provision of relevant information to senior and executive levels of government;
- undertaking information development, surveys (consulting, design, implementation, analysis), statistical consulting, economic and tax revenue impact assessments, information processing, web-based information dissemination systems, and adequacy of surveys;
- Administrating the Bureau of Statistics and The Statistics Act (Chapter S205).

MBS is a service-driven agency. Selected activities and achievements are as follows:

Economic Accounts – MBS maintained an economic accounts framework for the Manitoba economy. These annual accounts measured the overall performance of the provincial economy, with additional detail about principal industries and sectors. Information from the Economic Accounts is used throughout the public and private sectors in Manitoba. Preliminary economic growth estimates for 2011 were prepared in early March 2012. MBS also maintained a historical graphical and table review of the Manitoba economy, including industrial sectors, for the years 1981-2010.

Manitoba Population Estimates and Projections – Continued liaison with Statistics Canada and other provincial and territorial statistical agencies regarding the determination of the appropriate statistical methodology to be used to determine provincial and territorial population estimates. These population estimates are of critical importance as they are used to determine Manitoba transfer payments. MBS is conducting research on developing population estimates at the community level (e.g. Brandon, Steinbach, Thompson). Updating of First Nations, Métis population and Labour Market projections are currently underway. For the first time, MBS is developing a set of Regional Labour Force projections to be published in September 2012.

Economic and Tax Revenue Impact Assessments: MBS developed Manitoba economic and tax revenue impact assessments to help inform government decision making on infrastructure and other building projects and to estimate provincial employment impacts and net cost to government of selected government programs/initiatives. The MBS Economic and Tax Revenue Impact Assessment Models were often engaged for projects requested by departments, crown agencies and the private sector to determine the total provincial impacts to GDP, employment and tax revenue resulting from a wide range of projects or activities in the province.

Statistical Information Product Subscriptions – Departmental subscriptions to the full MBS subscription service totalled 8 (3 Manitoba government, 2 federal government and 3 business). In addition, the Legislative Library received six complete sets of MBS information products free of charge.

Reports on Key Economic Indicators and Trends – These reports encompass indicators such as the Labour Force, Consumer Price Index, Population, Foreign Trade, Retail Trade, Manufacturing Shipments and Investment. Relevant information, presented in both table and chart formats, is distributed on the day of release to selected Ministers and senior government officials. In addition, the "Quarterly Economic Summary", highlighting recent provincial economic developments, continues to be produced.

Statistical, Economic and Computer Consulting – Statistical, economic, computer and survey consulting services were provided to departments and crown agencies on both a "public good" basis and a cost-recovery basis (larger consulting projects).

Contract Surveys and Information Development – MBS designed and implemented surveys/information development projects for individual departments and crown agencies on a cost-recovery basis. Projects included Entrepreneurship, Training and Trade - Trade Statistics Database; International Education Branch of Federal-Provincial and International Relations - Survey of International Students, Workforce Skills; a Client Satisfaction Survey for Manitoba Trade. . New in 2011 was a major undertaing of Business and Labour Market Conditions Surveys for the 16 individual Sector Councils in Manitoba, with the final survey reports delievered in early 2012.

Information Dissemination System - MBS has continued to enhance its desktop accessible information systems (e.g. InfoNet, Infoline, Trade. MBS started tracking information on Employment Insurance (EI) claiments. This new information was added to the InfoNet system..

Interdepartmental Liaison – MBS assisted individual provincial departments and crown agencies with their statistical activities and problems with the objective of avoiding duplication of effort and costs.

2011 Census and the National Household Survey - MBS has developed, in association with the Information Services Manitoba, a Manitoba wide public awareness campaign to promote the importance of all Manitobans completing the 2011 Census and the associated National Household Survey being conducted in May and June 2011. For every person ultimately missed in the Census, Manitoba losses $40,000 in federal transfer payments. The communication plan was activated from January to September 2011.

Federal-Provincial Liaison - Represented Manitoba's views on statistical matters to Statistics Canada including possible new methodologies to determine Manitoba's population. This activity had a significant impact on the level of federal transfer payments that Manitoba receives. As part of the national statistical system, MBS represents Manitoba on the Consultative Council on Statistical Policy as well as a number of other subject matter statistical committees.

Information Requests – MBS responded to inquiries for information from MBS developed databases (Economic Accounts, Investment Statistics, Trade Statistics, Business Register, Vital Statistics, Postal Code Translator File). As well, MBS responded to requests for non-MBS developed data. These information requests ranged from those requiring a single quick response to those that required the development of custom computer-generated reports.

10-1(e) Manitoba Bureau of Statistics

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	739	11.00	818	(79)	
Total Other Expenditures	725		391	334	*1*
Less: Recoverable from Other Appropriations	(53)		(60)	7	
Total Expenditures	**1,411**	**11.00**	**1,149**	**262**	

1. Expenditures related to the 11/12 Census.

BUSINESS SERVICES

INDUSTRY DEVELOPMENT

OBJECTIVES

The objective of the Financial Services Branch is to facilitate the creation, growth and expansion of businesses in Manitoba in support of the government's economic development strategies. In providing this support the Branch performs the following functions:

- administer several of the programs that provide financing assistance to businesses;
- provide expertise on business case development and business financing to other departments and cross-departmental project teams;
- administer the affairs of the Manitoba Development Corporation and the Manitoba Opportunity Fund;
- provide accounting and financial management services to other units in the government.

ACTIVITIES/RESULTS

PROGRAMS UNDER ADMINISTRATION

Manitoba Industrial Opportunities Program (the MIOP Program) provides financial support to assist businesses expanding their operations in Manitoba. The financing is in the form of repayable, secured loans and the terms of the loan can be somewhat flexible. Favorable interest rates are available to businesses that undertake significant investment in fixed assets and/or create new jobs. The loans are usually in excess of $500,000. From March 31, 2000 to March 31, 2012 the MIOP Program has approved loans totaling $238 million for 48 business expansion projects, program financing has levered $799 million worth of private sector investment and approximately 8,887 jobs. In 2011/12, the Branch had $5.8 million of new loans approved, which levered $7.8 million of new private sector investments. As at March 31, 2012, the program has 20 active loans totaling $96.6 million under management, with 4,914 Manitoba full time equivalent jobs required and 4,812 Manitoba full time equivalent jobs were maintained.

Commercialization Support For Business Program (the CSB Program) provides financial support to assist with business development activities in Manitoba. The program targets Manitoba entrepreneurs and small to medium sized enterprises that are seeking to start-up, expand or modernize their business through innovation and commercialization. The CSB Program offers financial assistance to support entrepreneurs and businesses as they move through the process of conceiving, developing and commercializing products and processes and expanding into new markets. The financing is in the form of cost-sharing assistance and is usually non-repayable. The cost-sharing assistance is usually in the range of up to $200,000 and may fund up to 50% of the cost of the business development activity. In 2011/12 the Branch confirmed cost-sharing assistance for 71 new business development projects totaling $2.2 million.

Third-Party Investment Funds Program (the Investment Program) provides investment capital to venture capital limited partnerships that are managed by the private sector, who in turn invest this capital in small to medium sized businesses. From its inception in 1996 to March 31, 2012, the Investment Program has invested $22.7 million in six limited partnerships. The six limited partnerships include: Manitoba Capital Fund (a multi-sector subordinated debt fund); Manitoba Science and Technology Fund (a science and technology equity fund); Renaissance Capital Fund (a multi-sector equity fund); Western Life Sciences Venture Fund LLP (a life sciences equity fund); CentreStone Ventures Limited Partnership (a life sciences equity fund); and Canterbury Park Capital Fund LP (a multi-sector equity fund). As of March 31, 2012, in aggregate the six limited partnerships have invested approximately $172.7 million into 78 business entities. In 2011/12 there was $84.4 million outstanding committed capital available to Venture Capital Partnerships.

Small Business Venture Capital Tax Credit provides a mechanism to improve the access to equity capital for small businesses within Manitoba. Investors supplying cash equity to small businesses will be entitled to apply a 30% Provincial tax credit against their Manitoba taxes payable. In 2009 the Province approved an allocation of $10.0 million in tax credits, which will facilitate $33.0 million in new equity to be raised. During 2011, 10 companies were approved to issue equity of which six, in aggregate, raised $3,510,189 from 62 Manitoba investors.

Labour-Sponsored Investment Funds Program (the LSIF Program) provides Manitoba investors with a 15% Provincial tax credit plus access to a 15% Federal tax credit on annual purchases up to $5,000 in qualifying Funds. Financial Service's role is to administer the registration, and de-registration, of corporations wishing to qualify to be a Labour-Sponsored Invesvestment Fund.

SPECIAL PROJECTS

Capital Markets Initiative The Branch is a leader in collaborative, multi-party efforts to strengthen the depth and breadth of the province's capital markets infrastructure. The leadership role arises from the Branch's expertise and contacts in the finance industry and mandate for facilitating business investment.

OTHER RESPONSIBILITIES

Manitoba Development Corporation (MDC) is the Province's agent for administering repayable financial assistance and providing administration for the Provincial Nominee Program for Business. The Branch administers MDC's portfolio of loans and investments. As at March 31, 2012, MDC had a net value of $205.6 million in financial assets under management.

Manitoba Opportunity Fund (MOF) is the Province's agent for holding and investing the Provincial allocation of immigrant's investments made through the Federal Department of Citizenship and Immigration Canada's (CIC) Immigrant Investor Program. As at March 31, 2012, MOF had a net value of $312.0 million in financial assets under management.

10-2a-1 Industry Development - Financial Services

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	932	13.00	1,137	(205)	
Total Other Expenditures	349		333	16	
Program Delivery:					
- Community Operations	11,615		14,712	(3,097)	*1*
- Less: Interest Recovery	(4,492)		(8,810)	4,318	*1*
Total Expenditures	**8,404**	**13.00**	**7,372**	**1,032**	

1. Lower interest costs and interest received due to less loans outstanding relative to budget.

10-2a-2 Industry Development – Commercialization Support for Business

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Commercialization Support for Business	2,235		4,075	(1,840)	*1*
Total Expenditures	**2,235**		**4,075**	**(1,840)**	

1. New program started mid-year. Underexpenditure to flow in next fiscal year.

INDUSTRY CONSULTING AND MARKETING SUPPORT

OBJECTIVES

The role of Industry Consulting and Marketing Support is to provide sector expertise to businesses (manufacturing, processing and services sectors) in the areas of marketing, technology, business development and management.

The Branch also provides marketing related support activities to Manitoba Entrepreneurship, Training and Trade (ETT). In this regard, the Branch performs the following marketing support functions:

- Coordination of marketing activities
- Development and production of consistent and competitive marketing materials
- Development of market intelligence and other information

ACTIVITIES/RESULTS

Industry Consulting Group

The Industry Consulting Group provides sector expertise to businesses (manufacturing, processing, and services sectors) in the areas of marketing, technology, business development, and management. Existing infrastructure advantages are used to maximize economic development opportunities and encourage commercialization and adoption of new technologies and strategic alliances to further strengthen and diversify Manitoba's industrial capabilities.

Sector Development – Sector development activities provide an ongoing analysis of Manitoba's major industrial sectors including aerospace, manufacturing and food processing. Strengths, weaknesses, emerging trends, threats, and opportunities are considered. Sector profiles are developed and competitive comparisons with other major jurisdictions are carried out and monitored.

Project Development – Project development activities within the branch are wide-ranging and include a variety of projects from those initiated by sector planning activities to those responding to company specific opportunities. The objective of all project development activities is to create new jobs and preserve existing jobs and investment in Manitoba.

Highlights of 2011/12

Work continued with Manitoba's industrial sectors to encourage expansion through the identification of new opportunities and the adoption of new technologies. Manitoba companies have for several years been facing competitive challenges from offshore competition in countries like China, and these challenges were exacerbated by the pressures of the global recession. Although Manitoba manufacturers continued to feel the effects of the global recession through 2011/12, there was improvement in manufacturing shipments and manufacturing employment. Manufacturing capital investment improved significantly in 2011, increasing by 69%, as manufacturers positioned themselves for improved market conditions. Assisting throughout this period have been a number of initiatives begun several years ago, which the branch has participated in or supported, and which were aimed at developing new capabilities and improving productivity within Manitoba. Industry Consulting continues to monitor Manitoba's industrial sectors for their ability to cope within the current economic climate.

The Composites Innovation Centre (CIC) continued to assist a wide range of our industries in the development of lightweight, high-strength composite materials which are now essential for future products related to fuel efficient vehicles, civil infrastructure and a wide variety of other manufacturing and construction applications.

The Composites Innovation Centre Manitoba Inc. was incorporated in October 2003 as a not-for-profit corporation with the goal of stimulating economic growth by facilitating innovative technology and product development involving advanced composite materials. The organization provides technology-solutions for companies producing or repairing composite products with a focus on aerospace, bio-composites, ground transportation and civil infrastructure. To achieve its development mandate, the CIC uses key core technical capabilities and knowledge gleaned from a large national /international network of research and commercialization organizations. The organization also supports education and training initiatives aimed at ensuring the availability of people with critical skills for industry.

In November 2009, the Governments of Canada and Manitoba announced renewed funding of more than $11.6 million over four years to the CIC through the Canada-Manitoba Economic Partnership Agreement. This investment will solidify the leadership position of Manitoba's composites cluster in Canadian and international markets.

Major initiatives in bio-composites and aerospace are being implemented. Extensive research and development work is still required to achieve a viable commercial biocomposites industry in Manitoba. The CIC is seeking to accelerate the use of biocomposite products in the Manitoba ground transportation (bus manufacturing) industry through major bio-composite initiatives with Agriculture and Agrifood Canada. The CIC and the Boeing Company have been instrumental in establishing the advanced Canadian Composite Manufacturing/R&D consortium. The new organization will facilitate technology exchange among its members which are from across Canada.

The Vehicle Technology Centre (VTC), to which the Industry Consulting Group provides staff and infrastructure support, continues to move forward with projects that support technological development in Manitoba's transportation equipment manufacturing industry. The OEM-Supplier Development Program encourages and assists Original Equipment Manufacturers (OEM'S) to partner with their suppliers in the development of new technologies embodied in improved products and processes. This program has assisted local manufacturers to remain competitive in the North American market through a wide range of imaginative projects.

Additionally, the VTC undertook successful collaborations with other organizations in the promotion and dissemination of technologies to manufacturers. Notably, the VTC partnered with the Industrial Technology Centre, Western Economic Diversification Canada, National Research Council Canada's Industrial Research Assistance Program and the Canadian Manufacturers and Exporters to present a half-day workshop on 3-D printing technologies in October 2011. In March 2012, the VTC worked with Red River College, NRC-IRAP and Westest to present a Heavy Vehicle Technology Workshop.

In November 2010, the Governments of Canada and Manitoba announced renewed funding of $1.5 million to the VTC, in support of the OEM-Supplier Development Program. This support was provided under the Canada-Manitoba Economic Partnership Agreement.

Industry Consulting continued to work with the CME and its stakeholders in the manufacturing industry toward the implementation of the new *Manufacturing Centre of Excellence* initiative. This initiative builds upon the success of its predecessor, the Advanced Manufacturing Initiative, which delivered programming that resulted in observable productivity improvements for participating companies, through the implementation of lean manufacturing concepts and best practices.

The *Manufacturing Centre of Excellence* supports manufacturers wishing to become globally competitive using improved productivity, technology, trade and human resource development. Like the AMI, the *Manufacturing Centre of Excellence* initiative represents a unique partnership among CME-Manitoba Division, Western Economic Diversification Canada and the Province of Manitoba. The Governments of Canada and Manitoba are investing a total of $4.2 million toward this project under the Canada-Manitoba Economic Partnership Agreement

A core element of Industry Consulting's work continues to be its individual project development activities with its project managers often taking a lead role in coordinating the activities and actions of other government departments and agencies to work with business to create new jobs and investment in Manitoba. In this regard, the group also works closely with economic development colleagues at Western Economic Diversification Canada, with the City of Winnipeg and other Manitoba municipalities, with Economic Development Winnipeg, Yes! Winnipeg, Manitoba Hydro and others.

An example of this type of joint-agency initiative has been the successful development of a year-round aerospace engine testing and certification facility specializing in engine icing, which opened in Thompson in October 2010. The facility is the home of the Global Aerospace Centre for Icing and Environmental Research (GLACIER) and also supports the not-for-profit Environmental Test, Research, and Education Center (EnviroTREC). GLACIER is a limited joint venture between Rolls-Royce Canada Limited and Pratt & Whitney Canada. EnviroTREC is a not-for-profit research consortium of industry, academia and National Research Council Canada. The new Thompson facility reinforces Manitoba's reputation as a global aerospace centre and strengthens Thompson's importance as an international cold weather test centre. The facility will give the Canadian aerospace industry the capability to work on the next generation of advanced low emission aircraft engines.

Building on the success of the facility in Thompson, General Electric is now funding a $20 million project to establish a new Certification and Test Centre at James Richardson International Airport in Winnipeg. In 2012, construction was completed on the new noise-suppressed test site in Winnipeg. The facility will be capable of implementing the new, more strenuous icing test requirements being developed by the FAA and will facilitate the testing of the next generation of engines being developed to power the world's airline fleets. StandardAero Winnipeg was contracted by GE to build and operate the facility.

A new not-for-profit entity called West Canitest R&D (West CaRD) will perform applied research and pre-competitive technology development at the site. West CaRD will become a global research and technology development centre of excellence in aerospace propulsion systems and a world-leading institute for the development and testing of rotating machinery to meet increasingly demanding certification, environmental and reliability requirements. West CaRD's research and development activities will also extend beyond aerospace industry cold-weather testing.

With the arrival of GE, three of the world's largest engine OEM's will be situated in Manitoba and over 80% of the world's new gas turbine engines will have certification testing performed in Manitoba.

Marketing Support Group

The Marketing Support Group provides department-wide marketing support and development of promotional products (multimedia marketing materials such as display units, brochures, website promotion, CD-ROMS, etc.). Promotional products are produced in multiple languages, corresponding to various geographic markets of interest. The Marketing Support Group also coordinates placement and production of targeted advertising in selected industrial journals.

Market Intelligence and Information Services
The Market Intelligence and Information Services program provides information products on export markets for local Manitoba companies and on Manitoba capabilities for potential clients in overseas markets. The program involves data collection, analysis and dissemination. Key developments over the past years include implementation of a client-tracking database for ETT, development of website applications and coordination of Manitoba company data collection surveys with federal and provincial delivery partners.

In 2011/12 the Marketing Support Group continued to focus on key priorities:

- Management of internal and external communications
- Partnerships with community organizations to promote "home-grown" economic development
- Maintenance of e-marketing and web site capabilities
- A consistent and cohesive marketing strategy, message, and image
- Maintaining effective relationships with senior officials in government, external agencies, industry associations and consular posts abroad
- Investment promotion support services
- Providing support service to various branches and agencies within the department.

Web sites and electronic marketing
The Marketing Support Group manages and maintains the ETT website (www.gov.mb.ca/ctt) and continues to provide web-based support/service to Manitoba Trade and Investment (www.manitoba-canada.com). The Group also manages and maintains the Manitoba Investment Portal (www.investinmanitoba.ca). In 2011/12, the Group responded to numerous inquires and requests for information. Detailed packages of information were prepared for 14 investment leads.

Advertising and communications
Advertising pieces were placed in selected site selection and business journals (both local and international) promoting Manitoba as a great place to invest, work and live.

Production of brochures & collateral marketing materials
The Group updated content for several departmental publications, including:

- Manitoba Quick Facts brochure
- Manitoba, Diverse, Dynamic and Energetic brochure
- Manitoba Means Business brochure
- Third party information pieces

The Group also provided collateral marketing materials and support to outgoing trade missions, trade visits and to non-governmental organizations pursuing trade and investment related promotions. Notable among these in 2011/12 was a ministerial mission to Mexico and planning work toward the staging of Centrallia 2012 in Winnipeg.

Event marketing
Event marketing support was provided for government-sponsored events and various trade missions.

10-2(b) Industry Consulting and Marketing Support

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	624	9.00	845	(221)	
Total Other Expenditures	294		323	(29)	
Total Expenditures	**918**	**9.00**	**1,168**	**(250)**	

SMALL BUSINESS DEVELOPMENT

Small business is recognized as the engine that drives the Canadian economy. The Branch's target client groups are the 84,200 active small businesses in Manitoba that make up over 98% of all businesses in the province, the self-employed entrepreneurs and new business ventures. Branch clients include businesses from retail, wholesale, manufacturing, services, technology, home-based businesses and entrepreneurs who are starting up new businesses.

OBJECTIVES

The objective of the Small Business Development Branch is to provide the necessary tools for successful business development. The Branch's primary role is to develop, co-ordinate and deliver services and programs for the enhancement and growth of Manitoba's entrepreneurial and small business community. The Branch has recognized the multi-cultural nature of Manitoba's entrepreneurial community and has customized its programs to address the specific needs of these business people. Services in business management, business planning and access to capital are tailored to meet the needs of new entrepreneurs including women, Aboriginals, new immigrants, youth, and people with disabilities.

ACTIVITIES/RESULTS

The activities of the Branch reach out to a broad spectrum of individuals and business types. The major focal points of the Branch are to assist small business start-ups and the growth of existing businesses through the provision of entrepreneurial training, information services, financial assistance, business counselling and mentoring. Branch programs and services are developed in partnership with business associations, other government departments (federal and provincial), educational and financial institutions and the public.

The Small Business Development Branch provides extensive business information, entrepreneurial training, and business and trade library services through the Canada/Manitoba Business Service Centre. The Branch also offers a variety of programs and services including the Manitoba Business Start program, business counselling, business mentoring, Manitoba Marketing Network, Manitoba Film Loan Guarantee program and entrepreneurial development and training. Business information, business counselling services, entrepreneurial training, business and trade library services and the Manitoba Marketing Network are also delivered through the Western Regional Office in Brandon.

Canada/Manitoba Business Service Centre – Business development services and programs of the Small Business Development Branch have been integrated with related services provided by the Canada/Manitoba Business Service Centre to support Manitoba business development and entrepreneurship. The federal and provincial jointly operated centre referred to as the Canada/Manitoba Business Service Centre (C/MBSC) has just completed it's 14th year of successful operations. The C/MBSC represents a single point of contact for current and accurate business information, extensive business and trade library services, market research and improving management effectiveness through business counselling and entrepreneurial training programs. In 2011/12, the C/MBSC responded to approximately 30,000 walk-in/phone business and trade-related client enquiries.

The C/MBSC also offers a full service website providing business development information, interactive business products, business guides and on-line entrepreneurial training. The C/MBSC also provides knowledge-based industry services which include e-business and e-commerce business counselling, seminars and the provision of hard copy and online e-business information.

C/MBSC Regional offices – Through the Partnership Agreement with Western Economic Diversification, 32 regional C/MBSC offices have been established in Manitoba which makes business information and resources more accessible to all entrepreneurs throughout the province.

Entrepreneurial Development and Training – During the year, the C/MBSC through the Small Business Learning Program delivered or facilitated 180 business related seminars and workshops to approximately 3,500 participants in Winnipeg and throughout Manitoba, including seminars which were delivered by video-conferencing. These seminars included sales, marketing, financing, tax planning, financial management, accounting, business management, human resource management, starting a small business and various other business and technology related topics.

The Small Business Learning Program (SBL) includes a video-conferencing network that broadcasts business seminars and workshops to remote participants. SBL consists of a central video-conferening unit with over 50 external access points located throughout the province. During the year, 145 business seminars of the 180 seminars delivered were broadcasted to over 1,100 remote participants.

Aboriginal Business Development Initiative – The initiative promotes entrepreneurial training, business information, workshops and business counselling to Aboriginal entrepreneurs and community based organizations in the interest of developing small business and entrepreneurship. The Ota-Miska publication, a resource directory outlining programs and services available to Aboriginal people in Manitoba was made available to all agencies and organizations working with Aboriginal people. There are 12 C/MBSC regional offices which focus on Aboriginal Business Development, with over 50% of the clients being Aboriginal.

Manitoba Business Start Program – Provides loan guarantees of up to a maximum of $30,000 for new business starts with the focus on working capital needs. Under the program, 37 loan guarantees totalling $1,100,000 were approved in 2011/12. During the fiscal year, 682 participants attended the 30, three-day Business Planning workshops conducted throughout Manitoba under the Business Start Program which includes 11 workshops conducted in the rural areas. The Business Planning workshops were delivered in Winnipeg, Brandon, Dauphin, Steinbach, Swan River, Arborg, Lac du Bonnet, Russell, Selkirk, Minnedosa and Portage la Prairie. The three-day Business Planning workshops were also delivered in French.

Manitoba Film Loan Guarantee Program – Provides loan guarantees up to a maximum of 20% of a loan in respect to Manitoba fully developed feature films, television programs and series. During the 2011/12 fiscal year, there were two loan guarantees in the total amount of $146,000 issued under this program. Since the program's inception in 2004, 13 loan guarantees totalling $1,512,433 have been approved. The Branch continues to work with film production companies in respect to this program and it is anticipated that additional loan guarantees will be issued in the 2012/13 fiscal year.

Manitoba Marketing Network – Provides access to business counselling, marketing workshops and business mentoring services in partnership with the private sector to small business and entrepreneurial clients. During the 2011/12 fiscal year, the Manitoba Marketing Network delivered 13 marketing related workshops to approximately 600 participants and its members counselled and/or mentored 74 small businesses. Workshops were held in Winnipeg, Brandon, Portage la Prairie and Arborg.

Small Business Counselling Services – The Branch registered approximately 4,500 business counselling client interactions in 2011/12. Business counsellors provided one-on-one business counselling to entrepreneurs and businesses in a number of sectors including retail, service and manufacturing.

Publications – Publications and business information guides developed by the Branch and the C/MBSC continue to be a valuable resource to the business community and support the Branch's entrepreneurial training programs. The Branch and the C/MBSC produce numerous publications on a variety of subjects including business information, business planning, small business management systems, e-business and e-commerce information guides. Publications are distributed through the Branch, the C/MBSC and its regional offices, the Western Regional Office in Brandon, the Local Government offices and the Growing Opportunities (GO) offices throughout Manitoba.

Western Regional Office – Provides business counselling services, entrepreneurial development and training programs, business planning workshops, various resource materials and business information to Brandon and the surrounding communities. In 2011/12, the Western Regional Office provided business counselling to approximately 1,100 clients.

Manitoba Business Gateways – The Branch is responsible for the Business Gateway located in Brandon and participates in the Business Gateways located at the Bilingual Service Centres and in Dauphin. The Business Gateways are resource centres which provide information and referrals for a wide range of business and employment services. In 2011/12, the Manitoba Business Gateway – Brandon registered approximately 25,800 client interactions.

Other Activities – The Branch partnered with other departments and agencies in the successful delivery of Small Business Week, 2011 Capturing Opportunities Forum, the Young Entrepreneurs Program, the Canadian Youth Business Foundation program and the delivery of French-language services at the Bilingual Service Centres located in St. Boniface, St. Pierre, Notre Dame de Lourdes, St. Laurent, St. Vital and Ste. Anne.

The Branch supported and participated in a number of other initiatives including Manitoba Women Entrepreneur of the Year Awards, the Brandon Entrepreneur Boot Camp, Manitoba Aboriginal Youth Achievement Awards, a variety of projects and initiatives pertaining to Entrepreneurs with Disabilities, Junior Achievement Northern and Urban Aboriginal Youth, the cultural industries and various conferences, trade shows, Aboriginal economic development initiatives and business chamber events.

10-2(c) Small Business Development

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	1,217	17.50	1,261	(44)	
Total Other Expenditures	640		645	(5)	
Total Grants/Transfer Payments	60		60	-	
Total Expenditures	**1,917**	**17.50**	**1,966**	**(49)**	

BUSINESS IMMIGRATION AND INVESTMENT

OBJECTIVES

To attract business investment from around the world to Manitoba through the Provincial Nominee Program for Business and Young Farmer Nominee Program and to support the economic development of immigrants through the Manitoba Opportunities Fund.

ACTIVITIES/RESULTS

The Branch's main focus is to attract immigrant investors and farmers to Manitoba through entrepreneur recruitment in the Provincial Nominee Program for Business (PNP-B) and the Young Farmer Nominee Program and to support immigrants' contribution to the labour market and economic development in Manitoba through the Manitoba Opportunities Fund.

In support of the objectives, the Branch conducts the following activities:

- Administers the Manitoba Provincial Nominee Program for Business (PNP-B) which allows the Government of Manitoba to recruit immigrants who will contribute to the province's economy by operating a business in and living in Manitoba.
- Administers the Young Farmer Nominee Program designed to attract experienced young farmers who will establish a farm business operation in Manitoba.
- Operates a Business Settlement Office designed to reduce the barriers new business immigrants have in establishing a business in Manitoba.
- Conducts seminars and attends conferences in various regions of the world to promote Manitoba's business and lifestyle advantages to potential business immigrants.
- Administers the Manitoba Opportunities Fund which provides resources to provincial departments in direct support of Manitoba's Growing Through Immigration Strategy and economic development.
- Manages participation in the Federal Immigrant Investor Program.

The Branch reports the following results:

- Branch staff participated in and/or conducted conferences, meetings and missions promoting the province and its Business Immigration Program. Promotional missions were held in China, United kingdom, Netherlands, India, Turkey and Hong Kong to create and/or enhance awareness of our program and recruit investors.
- The PNP-B's overall activities has resulted in 164 approved applications.
- Since the launch of the PNP-B, entrepreneurs who came to Manitoba through the program have made 481 initial business investments in Manitoba, with a total investment of over $186 million. In this fiscal year, 77 initial business investments were made totalling over $22 million.
- The immigration landings through the Business Stream of the Manitoba Provincial Nominee Program has, since 2008, reached 2357 persons (principal applicants and their dependents) with a total reported net worth of over $816 Million.

10-2(d) Business Immigration and Investment

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	319	16.00	318	1	
Total Other Expenditures	292		292	-	
Total Expenditures	**611**	**16.00**	**610**	**1**	

COMPETITIVENESS INITIATIVES

OBJECTIVES

The objectives of the Competitiveness Initiatives Branch are to lead, coordinate, and deliver initiatives for improving government service delivery to businesses and reducing red tape, and other initiatives that aim to support entrepreneurs and advance the productivity and competitiveness of businesses in Manitoba, including in the manufacturing sector.

ACTIVITIES/RESULTS

Highlights of 2011/12

Streamlining and improving services for businesses

In 2011/12 , the Competitiveness Initiatives Branch initiated a renewal of the province's *Single Window for Business* initiative, which is focused on making the province's business services and information easier to find, easier to understand and easier to use, whether accessed online, in-person or by telephone. A key focus of the renewal is to identify additional measures to reduce red tape for business. In this regard, the branch researched and analysed innovative approaches and practices for streamlining service delivery and alleviating paperwork burden for entrepreneurs, businesses and employers.

The branch is responsible for the Manitoba Business Portal (www.manitoba.ca/business), which provides client-centred access to the province's business and employer services and information. In 2011/12, the branch reviewed and improved the Business Portal, and restructured it to facilitate easy access to several new and enhanced online services for business, including BizPaL, BizSearch, the BizPaS Directory and AccessManitoba.

BizSearch, which is a customized Google-powered search service administered by the branch, is positioned prominently within the Business Portal and provides quick and easy access to government services and information in a way that is familiar to most Internet users.

In June 2011, the Competitiveness Initiatives Branch and its partners launched the first deployment of AccessManitoba, which is a service delivery platform which provides a common client profile, online, self-service program registration/application and payment, online event registration and client relationship management capabilities. The second deployment was launched in December 2011, bundling together a variety of business-serving program areas within the platform.

The branch also launched the BizPaS Directory in June 2011 and implemented it within the Manitoba Business Portal. The BizPaS Directory is an easy to use web-based directory of 400 programs and services for entrepreneurs and businesses. It includes listings for governmental and non-governmental programs and services and all listings are offered in French and English.

The Competitiveness Initiatives Branch is responsible for implementing the BizPaL Program in Manitoba in partnership with the federal government, local governments and provincial departments. BizPaL is an online service that automatically generates a list of required permits, licences and other regulatory requirements from the three levels of government for entrepreneurs seeking to start, operate or expand a business in Manitoba. The Manitoba BizPaL Office, which is operated by the branch, manages the BizPaL Program in Manitoba.

In 2011/12, the Manitoba BizPaL Office launched BizPaL in an additional 14 municipalities: the rural municipalities of Woodlands, Portage la Prairie, Alexander, Shell River, Ellice, Minto, Odanah, Saskatchewan and Winchester; the towns of Powerview–Pine Falls, Minnedosa and Deloraine; the Village of St. Lazare; and the City of Flin Flon. With these additions, BizPaL Manitoba met its implementation targets, reaching 70 communities which represent more than 75% of Manitoba's population.

In addition, the Manitoba BizPaL Office collaborated with its partners to launch the "Next Generation" BizPaL platform, which completely transformed the BizPaL service, providing for vastly improved functionality and flexibility, as well as reduced operating costs. The transformed BizPaL platform allowed Manitoba to decommission its legacy website and introduce an all-new, feature-rich website. In 2011/12, the transformed BizPaL won a prestigious national award at the Government Technology Exhibition and Conference (GTEC).

In 2011/12, the Manitoba BizPaL Office also continued to update and enhance the set of provincial and local government regulatory requirements available within BizPaL, including licences, permits, permissions, authorizations, registrations and certifications. These enhancements allow BizPaL Manitoba to provide regulatory information across the full business life cycle. The BizPaL database includes more than 800 business types, covering all sectors of the economy in Manitoba.

The branch was also actively involved with the National BizPaL Partnership in 2011/12, participating on several committees, including the National BizPaL Steering Committee, the Partnership Renewal Task Force and the Project Managers Committee. The five year BizPaL partnership agreement was renewed for one year and negotiations commenced to develop the new agreement.

The Competitiveness Initiatives Branch leads and coordinates partnership initiatives in collaboration with other branches, departments and levels of government, with the goal of enhancing and optimizing provincial service delivery resources. These partnerships strengthen service delivery processes and approaches, and help to improve the overall accessibility of the province's business services.

These partnership initiatives include the Manitoba Business Gateways, for which the branch is responsible for coordinating and implementing. Manitoba Business Gateway sites are in-person resource centres providing information, services and referrals for a wide range of business and training-related programs including starting a business, financing, permits and licences, apprenticeship, innovation, business planning and others. These gateways strengthen collaboration within and between departments and help to strengthen the accessibility and utilization of the province's business information and services.

In 2011/12, the branch continued to partner with the Francophone Affairs Secretariat and other provincial and federal organizations to support Manitoba Business Gateway sites in bilingual communities in Manitoba. Through additional collaboration in 2011/12, the branch was able to co-locate a Manitoba Business Gateway site in the Employment Manitoba office in Dauphin.

In 2011/12, the Branch continued to participate in the Sponsors Group for the Business and Technology Executive Committee, which is responsible for major service transformation and information and communications technology projects across the government. In addition, the branch represented Manitoba on the Federal/Provincial/Territorial Committee on Regulatory Governance and Reform and continued to represent Manitoba on the Federal/Provincial/Territorial/Municipal Public Sector Service Delivery Council (PSSDC). The branch also helped establish and assumed the provincial co-chair role of the PSSDC's Service to Business Task Group, and contributed to a number of its priorities, including promoting the business number and service bundling, and investigating open data for business.

Other Initiatives

The Competitiveness Initiatives Branch led and coordinated other initiatives that aim to advance the productivity and competitiveness of businesses in Manitoba, and it supported other branches and departments with policy and program analysis and development in this regard, including working closely with Manitoba Business Links (MBL) in the Companies Office to promote the use of the Business Number by provincial programs as well as by local governments. This activity included providing support to the Deputy Minister in his role as chair of the newly established MBL Executive Partnership Committee.

The branch also participated on the Technology Committee established by the Canadian Manufacturers and Exporters – Manitoba Division, and promoted the province's services for business to entrepreneurs and other industry stakeholders in Winnipeg, Brandon, Winkler and other parts of the province.

10-2(e) Competitiveness Initatives

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	325	4.00	348	(23)	
Total Other Expenditures	134		99	35	
Total Expenditures	**459**	**4.00**	**447**	**12**	

CANADA-MANITOBA ECONOMIC PARTNERSHIP AGREEMENT

Under the Canada-Manitoba Economic Partnership Agreement (EPA), the governments of Canada and Manitoba continue to work together and with other interested stakeholders to strengthen Manitoba's economic diversity through innovation, build on existing advantages, create new employment opportunities, and enhance economic growth.

A renewed five (5) year Canada-Manitoba Economic Partnership Agreement, consisting of $50.0 million ($25.0 million provincial contribution, $25.0 million federal contribution) was signed January 22, 2009.
The objective of the renewed EPA is to strengthen and diversify Manitoba's economy, build on existing economic strengths, enhance the skills of Manitoba's workforce and promote regional development while focusing on five (5) strategic priorites: Support Knowledge Based Research and Development; Increase Value-Added Production; Support Trade and Investment Promotion; Enhance Productivity and Competitiveness; and Promote Economic Development through Tourism Opportunities. The renewed EPA is providing continued support for such projects as Composite Innovation Centre, Manitoba Music, Vehicle Techonology Centre (VTC), and the Advanced Manufacturing Initiative.

10-2(f) Canada-Manitoba Economic Partnership Agreement

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Other Expenditures	6,374		6,375		
Total Expenditures	**6,374**		**6,375**		

RECOVERABLE FROM OTHER APPROPRIATIONS

Recovery of funding from the Departments of Innovation, Energy and Mines and Manitoba Agriculture, Food and Rural Initiatives who participating in the delivery of the Commercialization Support for Business Program.

10-2(g) Recoverable from Other Appropriations

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Recoverable from other appropriations	(1,632)		(2,632)	1,000	*1*
Total Expenditures	**(1,632)**		**(2,632)**	**1,000**	

1. New program started mid-year. Underexpenditure will flow in the next fical year as will the recoveries.

Workforce Development and Income Support

OFFICE OF THE SENIOR EXECUTIVE DIRECTOR

Objectives

The Workforce Development and Income Support Division has implemented a Strategic Plan with the vision of realizing Manitoba's workforce potential. The Office of the Senior Executive Director provides strategic direction, coordination and integration of a comprehensive and broad range of innovative labour market programs and services focused on four pillars of activity: Results-Focused Training, More Skilled Workers in Manitoba, Relevant Services Delivered in the Best Way, and High Performance Organization.

Activities/Results

The Division has the lead responsibility for labour market programming in the provincial government. Working with a multitude of partners and stakeholders, the Division provides training opportunities for unemployed and employed individuals in response to employer needs and economic goals. With the transfer of responsibility for employment and income supports from Family Service and Labour to Entrepreneurship, Training and Trade in January 2012, the Division's mandate was enhanced to assist Employment and Income Assistance participants to access employment and training supports to enable re-entry and attachment to the labour market on a sustainable basis.

Integrated workforce development programming and services is currently provided through Industry Workforce Development; Apprenticeship Manitoba; Employment Manitoba; and Employment and Income Assistance Programs. The Division has reviewed existing service processes and is developing and implementing integrated service delivery that will result in the delivery of high quality services in the most efficient and effective manner.

The integrated service delivery model streamlines business and employment services and improves the Division's ability to respond to individuals and employer human resource needs, providing common client centered experiences regardless of the channels of entry. By overseeing strategic and operational planning, this integration provides collaboration and supports policy, research and program development, and evaluation capacity across the Division. Through service transformation, the Division is developing the pilot of their First Point of Contact service, further implementation of Access Manitoba, and the integration of services at a new 111 Lombard Avenue location.

The Office provides centralized program, administrative, and financial stewardship and support services to the branches within the Division. This is enhanced by the organizational support of the Consulting, Shared Services and Information Branch. The Office also coordinates the activities of the Advisory Council on Workforce Development Act.

In June 2008, the Advisory Council on Workforce Development Act was passed. The Division administers the Act which builds on the success of Manitoba's Sector Councils by promoting collaboration, information sharing and co-operation amongst organizations and other stakeholders. The Minister appointed Advisory Council, consisting of government, industry, labour and education representatives, provides recommendations, information and advice to the Minister regarding government policies and strategies for developing Manitoba's workforce.

Over the past year, the Advisory Council hosted a follow-up forum from last year's international roundtable event that resulted in recommendations on skills development in small and medium-sized enterprises. Additionally, the Advisory Council continued its work with the Manitoba Bureau of Statistics and the Alliance of Manitoba Sector Councils to gather current and relevant Manitoba labour market information through a cross-sector Business and Labour Market Conditions survey and focus groups.

Through a continuum of services the Workforce Development and Income Support Division is working to benefit individuals, employers and communities throughout Manitoba.

10-3(a) Office of the Senior Executive Director

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	401	5.00	348	53	
Total Other Expenditures	211		265	(54)	
Total Expenditures	**612**	**5.00**	**613**	**(1)**	

INDUSTRY WORKFORCE DEVELOPMENT

OBJECTIVES

Industry Workforce Development (IWD) promotes business and industry-related human resource development to create a highly skilled, knowledgeable and adaptable workforce in Manitoba. This focus recognizes that a high-performance workplace directly contributes to outstanding business results and advances Manitoba's competitive position in the global marketplace.

ACTIVITIES/RESULTS

Changes in local and global economies, developments in technology, increased complexity of work procedures and processes and safe and healthy workplaces all demand a highly skilled and adaptable workforce. Skills development, training and education comprise the foundation for individuals to excel in their work, take on new roles and tasks and remain sustainably employed. Improved labour productivity is critical for Manitoba business to prosper and remain competitive. From training strategies and human resource needs assessment, to supporting corporate investment in skills training, IWD is committed to partnering with business, industry, labour, education and government to ensure Manitoba's workforce is equipped for success — now and in the future.

IWD has a mandate to promote private sector involvement and investment in human resource development and workplace training that is linked with provincial economic development priorities. IWD partners with business and industry to assess human resource and training needs and to implement short and long-term strategies to develop a skilled workforce for continued provincial economic growth. IWD's operations and services are integrated with Employment Manitoba and Apprenticeship Manitoba, linking the funding and expertise of Divisional resources to ensure service delivery to industry.

IWD administers five programs each designed to address specific employer and workforce needs. These include the Sector Council Program, Industry Expansion, Essential Skills, Recognition of Prior Learning and Workforce Development. In addition, IWD administers the Industry and Labour Force Investment Fund. In 2011/12, combined program activities contributed to training and development of over 22,600 employed individuals.

As a part of the Province's commitment to sustainable development, IWD promotes a training culture that supports continuous learning in partnership with business and industry. Human resource plans, courses and workshops continue to incorporate economic, environmental, health and well-being and cost-effective measures. All programming encourages partnerships with industry, business, labour, education and government to avoid duplication of activity,reduce costs and foster joint planning, information sharing and decision making.

Sector Council Program

The Sector Council Program supports industry-wide and sector-based human resource planning and workforce training and development initiatives. Through a network of 17 Sector Councils and Industry Associations representing 280,000 workers and over 9,000 employers, corporate executives, owner-operators of small firms, employees, labour, educators and government representatives work together to address priority training needs and develop longer term plans to maintain a highly skilled workforce adaptable to changing environment and economic imperatives.

Through industry-driven multi-stakeholder partnerships, the Sector Council Program provides a practical perspective on change and creates human resource development solutions that are tailored to a sector's needs, provide employees with transferable skills, produce economies of scale and provides opportunities that may not otherwise be available to individual companies.

This past year, new and existing employees participated in training through agreements with the provincial Sector Councils and Industry Associations involving provincial, Canada-Manitoba Labour Market Agreement and Canada-Manitoba Labour Market Development Agreement funds administered by IWD. Priority sectors included: aerospace, aviation, life sciences, manufacturing, tourism, food processing/agri-business, environment, information and communications technology, customer contact centres, film and music, new media, arts and culture, print, construction, non-profit and northern region (mining, forestry, and energy). In addition, investigative studies were conducted in the transportation and agricultural sectors to determine labour market trends and training needs.

In 2011/12, over 13,000 new and existing employees were trained through provincial Sector Councils and Industry Associations. These agreements resulted in significant leveraged investment by industry and other partners, industry driven skills training programs, industry/education linkages and new course development with local institutions.

IWD also entered into agreements with the Alliance of Manitoba Sector Councils (AMSC) and the Manitoba Quality Network to support Sector Council activity and to assist with cross-sectoral human resource development. IWD, in a collaborative partnership between provincial and federal governments, industry and labour, also supports the 1000 Waverley Business and Training Centre – a central training and communications hub and state of the art training facility.

Industry Expansion

The Industry Expansion Program supports companies that are locating new operations in Manitoba and Manitoba companies that are retooling or expanding their existing operations and creating new jobs. The program assists companies by contributing to their investments in skills training for employees. With funding from the Industry and Labour Force Investment Fund, the Canada – Manitoba Labour Market Development Agreement and the Canada-Manitoba Labour Market Agreement, IWD contributes to training or up-skilling new and existing workers for jobs that will be sustainable over the long-term and will have significant impact on, and strengthen the economic base of the community.

In the past year, the Industry Expansion Program supported training of 602 individuals in four companies that expanded their operations in the province. The program also contributed to an Engineer-in-Residence at the University of Manitoba preparing 180 students with skills needed for entry into the aerospace industry. It also supported the continued development of the Northern Manitoba Mining Academy (NMMA) in Flin Flon. The NMMA is a multi-stakeholder project providing laboratories, classrooms and a state-of-the-art mining simulator for training new and existing workers to meet the demands of the mining industry and to serve as a field study centre for geologists and students.

Workforce Development

The Workforce Development program works with employers across Manitoba to assist them with their current and future human resource and workforce training requirements. The program offers customized services to companies and brokers internal and external resources as required to help employers address their human resource issues, such as recruitment and retention, and to undertake the workforce training and development required to meet business needs.

In 2011/12, the program assisted 168 companies and supported training of 2,690 existing workers. A range of services was delivered directly to employers such as needs assessment, human resource management planning, job analysis, development of training plans and other initiatives to ensure employees have the skills they require to sustain employment and employers have the workforce they require to achieve business targets.

Workplace Essential Skills (ES) and Recognition of Prior Learning (RPL)

Essential Skills (ES) are the reading, document use, writing, numeracy, communication, teamwork, thinking, learning and digital technology skills required to successfully perform in the workplace, including being successful at technical training in the trades. Recognition of Prior Learning (RPL) is a process that identifies, assesses, recognizes and documents skills and knowledge acquired by an employee through formal training, on-the-job or outside of work.

IWD, in partnership with the Workplace Education Manitoba Steering Committee (WEMSC) and the Workplace Prior Learning Assessment and Recognition (WPLAR) Committee, continues to be a nationally recognized leader in offering workplace-based ES and RPL solutions to business, labour and industry. IWD provides coordination and expertise with a focus on the development and delivery of workplace ES training, industry-based prior learning assessment projects and practitioner development, and specific training events for workplace ES co-ordinators and instructors.

This year, workplace ES and RPL programs were developed and delivered through the Workplace Essential Skills Training (WEST) Centres located in Winnipeg, Winkler, Swan River, Flin Flon, The Pas and Thompson and the Northern Essential Skills Training Initiative (NEST) for approximately 6,175 employees and 158 practitioners.

WEST Winnipeg directly supports Employment Manitoba's BUILD project, the Northern Essential Skills Training (NEST) project, the Workplace Integration of Newcomers in the Trades (WISNIT) project and the remediation of the Winnipeg River Learning Centre's trades-related cohorts.

NEST was developed to meet the challenge of labour and skill shortages that could limit economic growth in the north by providing training to address skill shortages, up-skilling or re-skilling opportunities, assist apprentices to continue/enter apprenticship programs and achieve journeyperson and inter-provincial Red Seal status and prepare northerners for employment opportunities in their communities. NEST is delivered in partnership with Aboriginal communities, Northern service providers, government agencies, school divisions and businesses.

10-3(b) Industry and Workforce Development

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	710	9.00	792	(82)	
Total Other Expenditures	135		132	3	
Training Support	2,413		1,825	588	
Total Expenditures	**3,258**	**9.00**	**2,749**	**509**	

APPRENTICESHIP MANITOBA

Apprenticeship Manitoba is responsible for the administration of *The Apprenticeship and Certification Act*, the *Apprenticeship and Certification - General Regulation*, the *Apprenticeship and Trades Qualifications Fees Regulation*, the *Appeals Procedure Regulation*, and apprenticeship programs for over 55 trades and their regulations under the Act. Apprenticeship Manitoba coordinates the training and qualifications system that delivers accredited, structured, workplace-based skills and technical training to apprentices, leading to journeyperson certification.

Apprenticeship Manitoba promotes trades training and certification to industry standards; co-ordinates information and planning for the designation of new trades; develops competency standards and curricula in co-operation with Manitoba industry and other provincial/territorial apprenticeship systems; processes requests for the accreditation of training programs to designated trade standards; assists under-represented groups to access apprenticeship training; counsels on trades careers and certification matters; and performs other essential support services to facilitate apprenticeship training and certification. Operations and services are integrated with Employment Manitoba and Industry Workforce Development, linking Divisional resources to ensure service delivery to the trades.

The Apprenticeship and Certification Board

The Apprenticeship and Certification Board (Board) is established by *The Apprenticeship and Certification Act* and is appointed by the Minister of Entrepreneurship, Training and Trade. It represents industry and public interest in the apprenticeship and certification system. The Board appoints Provincial Advisory Committees (PAC), and receives and reviews recommendations from the PAC respecting trade regulations, training standards, examinations and certification standards. Apprenticeship Manitoba provides technical, administrative and financial support to the Board and PAC. The Board met seven times in 2011/12.

The Board consulted with stakeholders in its decision-making process and in setting priorities for 2011-2012. The Board Strategic Plan 2011-2012 committed to the following priorities:

Primary priorities

1. Updating Program Standards
2. Increasing participation and completion of target groups
3. Promotion of apprenticeship to youth
4. Employer engagement
5. Review designation of new trades
6. Review of Trade Regulations and the General Regulation
7. Clarification of Board processes

Secondary priorities

8. Exploration of Multiple Assessment Pathways / occupational performance standards
9. Exploring pilot projects

Apprenticeship Manitoba supports the Board and its initiatives and priorities by providing research, analysis for discussion items, administrative assistance as well as implementing the decisions made by the Board. The Minister, on recommendation of the Board, also approves all new and amended trade regulations under *The Apprenticeship and Certification Act*. During 2011/12, the Board and Minister introduced updated regulatory provisions for the trades of Ironworker (Generalist), Motor Vehicle Body Repairer (Metal and Paint), Automotive Painter, Cook, Bricklayer, Carpenter, Machinist, Landscape Horticulturist, Miner, Plumber, Steamfitter-Pipefitter, Tool and Die Maker, Rig Technician, Railway Car Technician, Gasfitter, Diesel Engine Mechanic, and Pre-Engineered Building Erector.

Through the PAC, Manitoba industry advises on the regulation of, and content standards for, apprenticeship training and certification in their respective trades to the Board. Additionally, PAC validates training standards and examinations. There were 24 PAC meetings and 48 Industry Working Group meetings held in 2011/12 which were supported by Apprenticeship Manitoba.

The **Executive Director** of Apprenticeship Manitoba is the Secretary to the Apprenticeship and Certification Board and is the main point of contact for inter-provincial and pan-Canadian apprenticeship initiatives. The Executive Director is responsible for consulting with industry and represents Manitoba at the Canadian Council of Directors of Apprenticeship (CCDA).

The **Client Services and Operations Unit** receives applications for apprenticeship, registers apprenticeship agreements between apprentices and employers, monitors practical skills training at the job site and arranges for apprenticeship technical training delivery, examinations and certifications. The Client Services and Operations Unit participates in the promotion and marketing of the apprenticeship programs and the High School Apprenticeship Program (HSAP). The Client Services and Operations Unit also assesses the qualifications of uncertified skilled workers in the trades, and approves them for the purpose of challenging the Trades Qualifications Examinations.

A total of 1,815 apprentices were newly registered during the 2011/2012 fiscal year and as of March 31, 2012 there were 8,586 active apprentices registered in the apprenticeship system. This represents an increase of 4.3% over 2010/11, but a 101% increase from the 1999/00 baseline year. In 2011/12, 1,122 people received Certificates of Qualification at the completion of their apprenticeship training and 222 experienced trades practitioners were certified through the Trades Qualifications process. A total of 430 Trades Qualifications examinations were administered to experienced trades practitioners in 2011/12.

The number of female apprentices decreased 5.1% this year to 977; women constitute 12% of all active apprentices, largely due to their participation in the Hairstylist, Esthetician, Cook and Pork Production Technician trades.

Regulated fee revenue generated approximately $465.5 in 2011/12 and $1,027.6 was collected in tuition fees.[1] $146.5 of the fees collected in 2011/12 were for the 1,851 renewals of Hairstylist, Esthetician and Electrologist authorizations to practice. $81.1 in fees was derived from Trades Qualifications examinations.

The **Program Standards Unit** develops, revises and secures industry approval of apprenticeship training standards, apprenticeship level tests, examinations and provincial occupational analyses. It oversees Manitoba's contributions to interprovincial examinations, Interprovincial Program Guides and the National Occupational Analyses (NOA) or Provincial Occupational Analysis (POA) series. In 2011/12, Manitoba participated in a total of 10 Item Bank Development Workshops, 10 National Occupational Analyses, one Translation Workshop and one Interprovincial Program Guide Workshop.

[1] The standard tuition fee is set at $200.00 to cover up to 8 weeks of training. Each additional week of class after the initial 8 weeks is assessed at an additional $25.00 per week. Apprenticeship Manitoba collects tuition fees on behalf of the colleges and remits them annually.

The Program Standards Unit coordinates the participation of PAC in program development work. Program development involves defining the scope of a trade, reviewing (or developing) the occupational analysis for the trade, developing technical training standards and developing and validating unit tests, placement tests, provincial certification examinations and practical certification examinations. The Board reviews and approves each PAC's program development efforts. In 2011/12, the following standards were updated: Refrigeration and Air Conditioning Mechanic – Commercial and Residential, Automotive Service Technician, Motor Vehicle Body Repairer (Metal and Paint), Automotive Painter, Steamfitter–Pipefitter, Plumber, Cook and Transport Trailer Technician. In 2011/12 the following standards were developed: Domestic Gasfitter, Gasfitter, Pre-Engineered Building Erector, Construction Craft Worker, Carpenter, Automotive Painter, Railway Car Technician and Diesel Engine Mechanic.
Apprenticeship Manitoba participates in the Interprovincial Standards "Red Seal" Program, which establishes common standards in over 50 skilled trades across Canada. Forty-two of Manitoba's designated trades participate in the Interprovincial Standards "Red Seal" Program. Certificates of Qualification, with a Red Seal endorsement affixed, are issued when a candidate attains a mark of 70% or higher on Red Seal examinations. The Red Seal endorsement is recognized by all Canadian jurisdictions. The Program Standards Unit coordinates Apprenticeship Manitoba's Red Seal activities and other interprovincial activities.

The Program Standards Unit processes requests for the accreditation of training programs from public schools, community colleges, unions and associations and accredits those programs that meet designated trade standards. The Unit also makes course content comparisons for the recognition of trades training programs delivered by non-accredited providers and by other jurisdictions. The Unit administers level examinations and trade certification examinations to apprentices and candidates with demonstrated related work experience.

The **Policy Unit** is responsible for apprenticeship legislation and regulation research and analysis, and for general policy research and development. Research reports conducted by the unit include: Increasing Participation of Targeted Groups, Employer Engagements as well as national research conducted in partnership with Human Resources and Skills Development Canada on the *Impact of Compulsory Certification*. The Unit provides support and strategic analysis to Apprenticeship Manitoba, the Board and PAC. The Policy Unit undertook 15 industry wide consultations for designated trades undergoing regulatory changes. The Unit also provides support for corporate initiatives and is the liaison with other branches of government where there are linkages with training, economic, education, labour and social policies.

The **Finance and Administration Unit** is responsible for administrative services, financial control systems, information technology systems support, and preparation of the annual estimates and budgetary information for Apprenticeship Manitoba. The Unit applies a financial framework for costing of technical training delivery which improves the cost-effectiveness of delivering technical training in northern communities and at all three community colleges. The Unit uses a rotational model for technical training course purchase processes that has improved communications with, and services to, Apprenticeship Manitoba's contracted technical training providers.

The **Community Relations Unit** promotes apprenticeship training and certification to the public. The Unit attends approximately 50 major career fairs and tradeshows annually and coordinates over 100 presentations to prospective apprentices and employers.

The annual Apprenticeship Awards of Distinction gala formally recognizes outstanding contributions that employers, industry training leaders, Board and PAC members make to the success of the apprenticeship training system. The awards were held on November 4, 2011 with over 300 persons in attendance. The annual Apprenticeship Highest Achievement Awards recognized high achievers in the apprenticeship system on May 11, 2012. The 40 top new journeypersons and their employers were publicly recognized. The annual Educators' Seminar promotes awareness of the apprenticeship training option and aids in the promotion of the skilled trades as a promising career choice to guidance/resource counsellors, teachers and administrators from various locations in the province.

Promotion of Apprenticeship to Youth
Apprenticeship Manitoba's Client Services and Operations Unit and the Community Relations Unit are jointly responsible for the co-ordination and promotion of the High School Apprenticeship Program (HSAP). The HSAP allows students in grades 10 to 12 and who are at least 16 years old to become registered apprentices and earn both practical experience credit for apprenticeship and academic credit. The HSAP is a school-to-work transition model that links education to employment. It provides an access route to continued apprenticeship training in many trades. As at March 31, 2012, a total of 789 HSAP apprentices were enrolled in the program.

During 2011/12, Apprenticeship Manitoba continued to implement a financial incentive announced in 2009/10 for students who complete their HSAP and transition into full time post-secondary apprenticeship training. The purpose of the financial incentive is to encourage youth to pursue careers in the skilled trades, reinforcing the existing HSAP program that provides high school students the opportunity to gain early entry into the skilled trades by providing the option of practical, paid and on-the-job training.

E-Apprenticeship
E-Apprenticeship is an inter-provincial collaboration between Apprenticeship Manitoba and Saskatchewan Apprenticeship and Trade Certification Commission (SATCC). The following courses were developed in the 2011/12 academic year: Electrician, Water and Wastewater Technician, Heavy Duty Equipment Technician, Truck and Transport Mechanic, Agriculture Equipment Technician, Common Core Math/Science and Common Core Communications. These are being rolled out to apprentices during the 2012/13 academic year

Apprenticeship and the Aboriginal Community
Apprenticeship Manitoba continued its efforts to respond to the training needs of the Aboriginal community. In 2011/12 fiscal year, there were 656 self-declared active apprentices of Aboriginal ancestry registered in Manitoba. Aboriginal apprentices comprise 7.6% of the total number of apprentices in Manitoba. Community-Delivered Training has been offered primarily in the trade of Carpenter, Industrial Mechanic, Power Electrician, Cook and Plumber.

Essential Skills and Recognition of Prior Learning (RPL)
Apprenticeship Manitoba continues to implement new components of its Essential Skills strategy to ensure that apprentices and trades qualifiers enjoy maximum success on the job and in school technical training. To support the assessment implementation, workshops are delivered to educational partners to increase assessment capacity, to ensure the appropriate use of the assessment instruments and to ensure the educational partners are made aware of the upgrading needs of apprentices and trades qualifiers.

Apprenticeship Manitoba continued its partnership with aWEST (apprenticeship Workplace Essential Skills Training). aWEST assesses and provides essential skills upgrading for a culturally diverse population of trades people and is the official apprenticeship workplace essential skills provider for Manitoba apprentices and trades qualifiers.

Northern Manitoba Sector Council (NMSC) Co-Op Pilot
Apprenticeship Manitoba is developing the Apprenticeship Co-op Training Model in response to the request of the NMSC to provide an alternate model of apprenticeship training for northern residents. The main purpose of this model is to address existing barriers identified by the NMSC to training more apprentices in northern industries. Apprenticeship Manitoba is currently engaged with the NMSC in the Northern Apprenticeship Training Co-op Pilot Project in Thompson. The pilot project will explore an alternate model of apprenticeship training for northerners for northern jobs. Key aspects of the model are:

- Modular format for greater flexibility
- Comprehensive and flexible assessments of potential employees
- A pool agreement between NMSC (apprentice indentured to) and individual employers (apprentice assigned to work for) will be established to ensure the scope of the trade is achieved.

AccessManitoba

AccessManitoba is an online service delivery program which was implemented first at Apprenticeship Manitoba on June 20, 2011. It was implemented at Employment Manitoba and Industry Workforce Development on December 5, 2011. Clients are able to communicate with staff, update contact information, access information regarding programs and services, link to forms and register and pay for technical training courses online.

10-3(c) Apprenticeship

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	4,322	64.00	4,108	214	
Total Other Expenditures	1,710		1,870	(160)	
Total Training Support	13,751		14,154	(403)	
Recoverable from Canada – Manitoba Labour Market Development Agreement	(1,500)		(2,237)	737	
Total Expenditures	**18,283**	**64.00**	**17,895**	**388**	

EMPLOYMENT MANITOBA

Employment Manitoba's mandate is to assist Manitobans in finding, preparing for, and retaining employment, including support for skills development to meet labour market needs. Employment Manitoba develops, coordinates, and maintains a range of employment services through direct delivery and through partnerships with community-based organizations and employers. Employment Manitoba works in a joint service delivery relationship with the Division to achieve their objective.

Employment Manitoba`s programs and services are described below:

Direct Delivery Services:

Direct Employment Services
Staff in 16 employment centres located throughout Manitoba are responsible for co-ordinating, developing, and maintaining a range of employment services, including support for skills training, to prepare Manitobans for employment. Employment Manitoba staff work with employers and community organizations to facilitate employment opportunities. Activities available to individuals in Employment Manitoba Centres include employability and prior learning assessment, employment counselling and support for and referrals to: job readiness training; job placement; work placement with wage assistance; skills training; pre-employment skills training; and literacy upgrading.

Skills Development
This program provides eligible participants with the opportunity to obtain skills training in occupational areas experiencing skill shortages to obtain and maintain employment or advance in the labour market.

Partnership Services:

Employment Partnerships
Funding is provided to Manitoba employers, non-profit community based organizations, local governments, and training partners to design, develop and support skills training projects, including job-specific and workplace-based training, and develop and deliver employability skills training and/or work experience placements that prepare individuals for employment.

Labour Market Partnerships
Labour Market Partnerships fund communities, sector associations, unions, and employers to address labour market development, labour force development and workforce adjustment issues, thereby assisting unemployed and job-threatened individuals to gain and/or keep sustainable employment.

Self Employment
The Self Employment service assists eligible individuals to create jobs for themselves by starting a business. Self Employment is administered by local sponsors who will: evaluate the individual's business idea and suitability; provide coaching in business plan development and implementation; offer advice and support; and direct the participant to other supports as needed.

Wage Subsidies
This program provides a subsidy to Manitoba employers to assist in the cost of on-the-job training for eligible individuals. The wage subsidy provides the unemployed person with a means to market and demonstrate his or her skills and abilities in a new work environment.

Job Referral Service
Through this program, Employment Manitoba implements and oversees a job referral service that matches qualified job seekers with employment opportunities created by the construction of three hydro generating plants in Northern Manitoba and the Manitoba Floodway Expansion.

Employment Manitoba 10-3(d) and LMA 10-3(g) Projected Results by Programs, 2011/12*

	Clients Served (New Services)*	
PROGRAM	**Projected**	**Actual**
DIRECT SERVICES:	1,500	1,441
Direct Employment Services		1,103
Skills Development		519
PARTNERSHIPS:	600	445
Employment Partnerships	-	362
Labour Market Partnerships	-	8
Self Employment Assistance	-	2
Wage Subsidy	-	75
OTHER:		
Strategic Training and Transition Fund (STTF)	-	-
Job Referral Service (JRS) Registrations	4,300	2,800

Source: Employment Manitoba Reporting System.

* Employment Manitoba 10-3(d) and LMA 10-3(g) programs have been (re-) aligned to improve service integration and reduce duplication.

10-3(d) Employment Manitoba

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	5,136	83.00	6,000	(864)	
Total Other Expenditures	2,412		2,485	(73)	
Total Training Support	4,986		9,194	(4,208)	*1*
Total Expenditures	**12,534**	**83.00**	**17,679**	**(5,145)**	

1. Lower client volume than projected.

CANADA - MANITOBA LABOUR MARKET DEVELOPMENT AGREEMENT

Under the Canada/Manitoba Labour Market Development Agreement, the Workforce Development and Income Support Division (WDISD) develops, coordinates and maintains a range of employment services through direct delivery and through partnerships with community-based organizations and employers. Under the LMDA, programs are directed to: persons who are legally entitled to work in Canada and who are currently receiving Employment Insurance (EI), or who have had an EI claim within the past three years or a maternity or parental claim within the past five years; all Canadians including EI clients, Income Assistance recipients, and individuals threatened with job loss; organizations that create employment or assist the unemployed to find, prepare for and maintain employment; and employers/businesses.

The following programs are available to all Canadians:

Service Needs Determination/Employment Counseling and Career Development
Service Needs Determination is used to assess an individual's requirement and readiness for employment and/or training services and programs and temporary income support, and refers individuals to other appropriate services. Employment Counseling and Career Development activities include in-depth assessment of employment barriers, skills and strengths including prior learning, and the development of a mutually agreed upon employment plan. These programs are provided at 17 employment centres located in various regions of the Province.

Employment Assistance Services
These services assist unemployed individuals to prepare for, find, and retain employment. Funding is provided to community-based organizations who deliver a combination of the following services: employment plan development; case management; assessment and employment counseling; self-service labour market information; job search assistance; job finding clubs; job referral and placement; diagnostic and testing services; and brokered access to other measures.

Labour Exchange (Job Bank)
This service provides available job and training opportunities to assist in linking unemployed individuals with work opportunities while assisting employers in recruiting qualified employees. Information is taken continuously, updated daily and is available in electronic and written formats.

Labour Market Information
Labour market information is gathered, analyzed, produced and disseminated regarding local, provincial and national labour market trends and conditions in both written and electronic forms to help unemployed individuals in their job search, workers in their career development activities, employers, students, governments and various training providers.

The following programs are only available to those persons eligible for Employment Insurance benefits under the Employment Insurance Act:

Employment Partnerships
This program provides funding to enable communities, sector associations and employers to address labour force development needs while assisting unemployed and "job threatened" individuals to gain sustainable employment.

Skills Development
Skills Development is designed to assist eligible clients with grants and/or loans to obtain skills training/apprenticeship training and/or upgrading to facilitate sustainable employment.

Self Employment

Self Employment is designed to assist eligible individuals to create jobs for themselves by starting a business. The Self Employment program is administered by local sponsors who will: evaluate the individual's business idea and suitability; provide coaching in business plan development and implementation; offer advice and support; and direct the participant to other supports as needed. Candidates must be prepared to contribute money, work or equipment toward the business.

Wage Subsidies
Wage Subsidies provide wage subsidies to employers to assist unemployed individuals to gain sustainable employment through direct work experience.

The following programs are provided to organizations:

Labour Market Partnerships
Labour Market Partnerships fund communities, sector associations, unions, and employers to address labour market development, labour force development, and workforce adjustment issues, thereby assisting unemployed and job-threatened individuals to gain and/or keep sustainable employment.

Research and Innovation
Research and Innovation provides financial support to organizations to research, design and implement projects that identify innovative and/or effective ways to help individuals prepare for, find, return to, or maintain sustainable employment and/or strengthen and promote province-wide or regional labour force development.

Projected and Actual Results by Program, 2011/12, 10-3(e)

	Clients Served (New Services)	
PROGRAM	**Projected**	**Actual**
Service Needs Determination / Employment Counselling	30,000	29,111
Employment Partnerships	250	221
Skills Development	6,000	5,556
-Apprenticeship	-	3,255
-other skills development	-	2,340
Self Employment	250	167
Wage Subsidies	250	41
Employment Assistance Services	11,500	11,988
Labour Market Partnerships	N/A	N/A
Research and Innovation	N/A	N/A
Labour Exchange – Job Bank Orders*	40,000	28,579
Labour Market Information	N/A	N/A

Source: Employment Manitoba Reporting System.

N/A: Clients are not directly served by these programs.
** Job Orders advertised in Manitoba from April 1, 2011 – March 26, 2012*

LMDA Results Measures, Targets and Actuals, 2011/12		
	Targets 11/12	**Actual 11/12**
NUMBER OF EI ACTIVE CLIENTS SERVED	14,500	11,356
NUMBER OF RETURNS TO WORK (EI Insured)	9,000	8,693
UNPAID BENEFITS TO THE EI ACCOUNT	$50,000,000	$ 41,190,000

* Period 12: April 1, 2011 to March 31, 2012

10-3(e) Canada-Manitoba Labour Market Development Agreement

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2010/10 FTE	Estimate 2010/10 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	6,962	115.80	7,233	(271)	
Total Other Expenditures	991		989	2	
Total Training Support	38,016		44,818	(6,802)	*1*
Total Expenditures	**45,969**	**115.80**	**53,040**	**(7,071)**	

1. Lower client volume than projected.

INDUSTRY AND LABOUR FORCE INVESTMENT FUND

OBJECTIVES

The Industry and Labour Force Investment Fund (ILFIF) was created to ensure that Manitoba remains competitive in attracting, retaining and expanding business in the province by investing in workforce training. Administered by Industry Workforce Development (IWD), the ILFIF provides support to industry and provincial Sector Councils to assist business to meet operational goals by training and developing their employees to achieve high performance and productivity targets.

ACTIVITIES/RESULTS

In the past year, this funding assisted a number of companies with their expansion and retention plans in Manitoba. By focusing on upgrading the skills and competencies of their workforce, businesses are preparing for future growth, and identifying efficiencies and improvements for their sustainability.

The ILFIF also contributed to the implementation of human resource deveopment plans of 17 provincial Sector Councils and Industry Associations representing strategic economic development areas in Manitoba. In addition to the Sector Councils, the Alliance of Manitoba Sector Councils and Workplace Education Manitoba continue to provide innovative workplace-based program development, assessment, and training delivery for Manitoba businesses. The ILFIF has also supported the continued development of the Northern Manitoba Mining Academy to train new and existing workers to meet the growing demands of the mining industry.

The Workforce Development Program provided value-added, customized human resource services and training funds for over 168 companies, mostly small and medium-sized enterprises. The Program provides an integrated service linking companies to resources to address recruitment, retention, productivity and other issues that affect a company's sustainability and competitiveness.

Through the investment in labour force development strategies, over 22,600 individuals received training in the following sectors: aerospace, aviation, life sciences, tourism, customer contact, film, music, arts and cultural industries, environment, information and communication technologies, new media, agri-food processing, construction, printing, mining, forestry, energy, transportation, retail, financial services, manufacturing, and non-profit organizations throughout Manitoba.

The ILFIF has leveraged industry investment and raised awareness of current labour market conditions and workforce training requirements. Labour market studies and needs assessments will provide direction for expanded human resource development and training delivery projects across the province.

10-3(f) Industry and Labour Force Investment Fund

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Expenditures	2,009		2,600	(591)	
Total Expenditures	**2,009**	**-**	**2,600**	**(591)**	

CANADA - MANITOBA LABOUR MARKET AGREEMENT

Under the Labour Market Agreement, the Workforce Development and Income Support Division (WDISD) develops, coordinates and maintains a range of employment and labour market services through direct delivery and partnerships with employers and communities. Programming is directed to: unemployed Manitobans who are non-EI-eligible; individuals who are low skilled, in particular, employed individuals who do not have a high school diploma or a recognized certification or who have low levels of literacy and essential skills; organizations that create employment or assist the unemployed and low skilled employed to find, prepare for and maintain employment; employers/businesses; and communities/sectors.

Direct Delivery Services:

Direct Employment Services
Staff in 16 Employment Centres located throughout Manitoba are responsible for co-ordinating, developing, and maintaining a range of employment services, including support for skills training, to prepare Manitobans for employment. Employment Manitoba staff work with employers and community organizations to facilitate employment opportunities. Activities available to individuals in Employment Manitoba Centres include employability and prior learning assessment, employment counselling and support for and referrals to: job readiness training; job placement; work placement with wage assistance; skills training; pre-employment skills training; and literacy upgrading.

Skills Development
This program provides eligible participants with the opportunity to obtain skills training in occupational areas experiencing skill shortages to obtain and maintain employment or advance in the labour market.

Partnership Services:

Employment Partnerships
Funding is provided to Manitoba employers, non-profit community based organizations, local governments, and training partners to design, develop and support skills training projects, including job-specific and workplace-based training, and develop and deliver employability skills training and/or work experience placements that prepare individuals for employment.

Labour Market Partnerships
Labour Market Partnerships funds communities, sector associations, unions, and employers to address labour market development, labour force development and workforce adjustment issues, thereby assisting unemployed and job-threatened individuals to gain and/or keep sustainable employment.

Self Employment
The Self Employment service assists eligible individuals to create jobs for themselves by starting a business. Self Employment is administered by local sponsors who will: evaluate the individual's business idea and suitability; provide coaching in business plan development and implementation; offer advice and support; and direct the participant to other supports as needed.

Wage Subsidies
This service provides subsidies to Manitoba employers to assist in the cost of on-the-job training for eligible individuals. The wage subsidy provides the unemployed person with a means to market and demonstrate his or her skills and abilities in a new work environment.

Employment Manitoba 10-3(d) and LMA 10-3(g) Projected Results by Programs, 2011/12*

	Clients Served (New Services)*	
PROGRAM	**Projected**	**Actual**
DIRECT SERVICES:	1,500	1,441
Direct Employment Services	-	1,103
Skills Development	-	519
PARTNERSHIPS:	600	445
Employment Partnerships	-	362
Labour Market Partnerships	-	8
Self Employment Assistance	-	2
Wage Subsidy	-	75
OTHER:		
Strategic Training and Transition Fund (STTF)	-	-
Job Referral Service (JRS) Registrations	4,300	2,800

Source: Employment Manitoba Reporting System.

* Employment Manitoba 10-3(d) and LMA 10-3(g) programs have been (re-) aligned to improve service integration and reduce duplication.

10-3(g) Canada-Manitoba Labour Market Agreement

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries and Employee Benefits	2,315	12.00	893	1,422	*1*
Total Other Expenditures	774		543	231	*1*
Total Training Support	13,719		21,674	(7,955)	*2*
Total Expenditures	**16,808**	**12.00**	**23,110**	**(6,302)**	

1. Transfer of Salary and Expenditure costs to reflect the actual salary and operational costs relating to the delivery of LMA activity in other branches of the division.

2. Lower client volume than projected.

EMPLOYMENT AND INCOME ASSISTANCE PROGRAMS

Objectives

- To provide effective leadership, direction, fiscal management and support to ensure the delivery of income assistance programs, Building Independence projects, income supplement, vocational rehabilitation and supported employment programs in accordance with relevant legislation and government policy.
- To develop initiatives that help Employment and Income Assistance (EIA) participants regain their financial independence from income assistance by making the transition to work.
- To develop initiatives that assist EIA participants in pursuing training and employment opportunities.
- To develop vocational rehabilitation support services for persons with disabilities.

The Branch consists of the following areas:

- *Policy and Program Development* – Responsible for the development, maintenance and interpretation of legislation for the EIA programs; policy and program development; new initiatives; and public communications, such as program brochures, fact sheets and the EIA policy manual.

- *Employment and Training Services* – Responsible for training and employment initiatives for participants receiving income assistance under the Building Independence strategy. Provides program and policy direction and funding for vocational rehabilitation services for adults with a physical, mental, psychiatric or learning disability; and for supported employment programming.

- *Quality Assurance and Program Support* – Responsible for program standards and quality assurance; negotiation of contracts with associations providing health and other services to EIA participants; and information technology supports.

Responsibilities

- The major objectives of the Employment and Income Assistance (EIA) program are:
  - to assist Manitobans in regaining their financial independence by helping them to make the transition from income assistance to work; and
  - to provide income assistance to Manitobans in need.
- Financial assistance is provided to persons in need who are eligible for assistance under *The Employment and Income Assistance Act* (the Act), including single parents, aged persons, single persons, couples without children, two-parent families, persons with disabilities, persons requiring the protection of a crisis intervention facility, and children whose parents are unable to support them. Eligibility may also be granted under special case consideration at the discretion of the Minister.
- Eligibility for assistance is also determined by a needs test, in which the amount of a household's financial resources is compared to the total costs of its basic necessities as defined in the Act and Regulations. Certain items and income are not included in the calculation of financial resources.
- EIA provides employability assessments, personal job planning, work incentives and other supports to assist Manitobans in entering, re-entering or remaining in the labour force.
- EIA provided assistance to an average monthly caseload of 35,427 in 2011/12, an increase of 3.7 per cent from the previous year.
- During 2011/12, 12.0 per cent of the income assistance caseload made use of the work incentive provisions of the program.

Activities/Highlights in 2011/12

In 2007/08, the Province launched a four-year Rewarding Work strategy to address barriers to employment facing income assistance participants. The strategy is based on the following four objectives:

- Enhance Employability – to enhance the employment skills of participants so that they are better equipped to obtain and retain sustainable employment;
- Encourage Work – to support low-income working families and provide incentives for income assistance participants to increase their attachment to the labour market;
- Ease the Transition (to Employment) – to make it easier for people to transition from income assistance to work; and
- Employment Retention – to support and encourage those who are working to stay employed.

In 2011/12, the Department launched three new Rewarding Work initiatives to support low-income Manitobans:

- The Rewarding Work in Education Program to support participants in accessing Red River College (RRC) certificate training for entry level positions in education or childcare.
- New funding to Opportunities for Employment for the Maximum Opportunities program to help 500 individuals receiving Employment and Income Assistance find and keep meaningful work.
- The Children's Opti-Care Program helps families receiving the Manitoba Child Benefit (MCB) pay for some of the cost of their children's prescription eyeglasses.

In 2011/12, the Department continued to implement its response to the 68 recommendations of the Manitoba Ombudsman's Report on the EIA Program including:

- EIA orientation materials and the application form were improved and posted on the Internet.
- New plain language EIA public information materials were developed on how to apply for benefits, eligibility requirements, what benefits may be available, and rights and responsibilities while receiving EIA benefits.
- A new policy and fact sheet was developed on just cause for leaving or refusing employment.
- Funding was provided to the Community Unemployed Help Centre to increase advocacy resources for EIA participants.
- Discussion was initiated with other provinces and the federal government on a pan-Canadian basic income support program for working-age Canadians with severe or prolonged disabilities.

In 2011/12, the marketAbilities Program provided vocational services for 3,803 people with disabilities with 1,290 receiving funded vocational supports and services to assist them in accessing education and training opportunities to improve employment outcomes.

In January 2012, the EIA program transferred from Family Services and Labour to Entrepreneurship, Training and Trade to improve access for income assistance recipients to services and programs that will enhance skills and opportunities for workforce attachment. This objective enhances the direction of the Workforce Development and Income Support Division's Strategic Plan by linking with the labour market services and programs of the Division.

REWARDING WORK[1]

Progress Report to March 31, 2012

In 2007/08, the Province launched a four-year *Rewarding Work* strategy to help Employment and Income Assistance (EIA) participants and persons with disabilities prepare for and make a smooth transition to work. *Rewarding Work* is also supporting other low-income Manitobans to maintain their financial independence. The following describes some of the key *Rewarding Work* initiatives:

Initiative	Progress
Rebound	Rebound offered people an alternative to welfare. Instead of income assistance, eligible individuals were given an allowance to attend training and return to work activities which would lead to work. Since July 2009, 975 people were given a living allowance instead of welfare.
Get Ready!	Under the Get Ready! policy, people can receive welfare while they upgrade their education or attend training which will help them find work. Since October 2007, 14,895 people have developed training plans. In 2011/12, 4,368 started school or training, an increase of 14.3 per cent from 2010/11. Of these, 740 people who were in education or training left welfare.
JobConnections	JobConnections is a team of specialized staff who help people get off welfare and into work. They provide counselling, job referral and resume writing; among many other supports. Since April 2008, staff have worked with 1,183 people. In 2011/12, 255 went into education or training, 223 were employed and 146 left welfare.
***Rewarding Work* Allowance**	The *Rewarding Work* Allowance provides $100 each month to non-disabled people who are employed full-time, and $50 for those employed part time, to help with employment expenses. The benefit was paid to 3,897 households in 2011/12.
Enhanced Work Incentives	Work incentives were increased in February 2008 so that anyone who works while on welfare keeps the first $200 of earnings plus 30 per cent of earnings over $200.
market*Abilities* Initiatives	The market*Abilities* fund has funded five partnership projects between employers and community stakeholders to help persons with disabilities living in rural and northern regions find and keep sustainable employment. Since 2008, 125 people have been actively involved in these projects and 73 found jobs. A market*Abilities* team of specialized staff have worked with 1,528 EIA participants with disabilities interested in working. Of these, 442 have found work.
Get Started!	Get Started! is a one-time benefit for people who leave welfare for work to help with unanticipated expenses. The benefit was paid to 1,296 households in 2011/12 (16.1 per cent increase from 2010/11).
***Rewarding Work* Health Plan**	The *Rewarding Work* Health Plan provides non-insured health benefits, including drug, dental and optical benefits, for up to two years for single parents and persons with disabilities who leave welfare for work. The number of households receiving the benefit in 2011/12 was 885 per month (21.2 per cent increase from 2010/11).
Manitoba Saves	SEED Winnipeg supports low-income people to save for the future. Since 2009, 3,210 people have participated in 567 money management workshops, 303 people have participated in Individual Development Account programs and 847 people have participated in the Savings Circle program.
Rewarding Volunteers' Benefit	The Rewarding Volunteers' Benefit is an allowance of up to $100 per month for people with disabilities on assistance who do volunteer work. The benefit was paid to 1,260 households in 2011/12 (21.4 per cent increase from 2010/11).
Recreational Opportunities for Children Pilot Project[2]	Since 2009, the Recreational Opportunities for Children Pilot Project has supported 228 children in 113 families engaged in the JobConnections program to access recreational opportunities. The intent of the pilot is to improve the health and well-being of families to assist them in moving into employment.

[1] As part of *Rewarding Work*, the Manitoba Child Benefit was introduced and RentAid was enhanced.

[2] The formal pilot project period ended March 31, 2012. Effective April 1, 2012 ongoing project responsibility was transferred from the department of Family Services and Labour to Children and Youth Opportunities.

Employment and Income Assistance[1]
Average Monthly Number of Cases and Participants by Category
as at March 31

Category	2009/10		2010/11		2011/12	
	Cases	Participants	Cases	Participants	Cases	Participants
Children	35	54	37	57	41	59
Single Parents	7,999	24,778	8,078	25,015	8,214	25,411
Aged	87	125	104	155	108	167
Crisis Facility Cases	48	113	49	109	54	120
General Assistance	6,078	10,406	6,253	10,898	6,626	11,346
Special Cases	5	6	3	5	2	2
Disabled	18,577	23,392	19,623	24,515	20,382	25,227
Total	**32,829**	**58,874**	**34,147**	**60,754**	**35,427**	**62,332**

[1] *EIA continues to implement Rewarding Work, a strategy targeted at increasing self-sufficiency by providing low-income Manitobans with increased opportunities to learn, earn and save. As a result of these initiatives many people are involved in money management programs, education or training, volunteer activity and employment (see Rewarding Work Progress Report). The program also has supportive policies for people with disabilities, such as physical, mental or intellectual disabilities. The program is actively working with community organizations such as Opportunities for Employment, who are assisting people get ready for work.*

Employment and Income Assistance
Average Monthly Number of Cases Receiving *Rewarding Work* Health Plan Benefits
As at March 31

Category	2009/10	2010/11	2011/12
Single Parents	235	452	560
Persons with Disabilities	169	278	325
Total	**404**	**730**	**885**

Employment and Income Assistance
Expenditures by Category ($000)
as at March 31

Category	2009/10	2010/11	2011/12
Children	$ 169	$ 171	$ 171
Single Parents	93,675	94,538	96,612
Aged	710	872	976
Crisis Facility Cases	319	318	449
General Assistance	44,635	46,563	48,921
Special Cases	1,659	1,532	1,620
Other	1,984	1,407	2,024
Disabled	153,839	163,369	169,639
Total	**$296,990**	**$308,770**	**$320,412**

Employment and Income Assistance
Employment Income
as at March 31

Average Monthly Number of Participants Reporting Employment Income	2009/10	2010/11	2011/12
Single Parents	958	910	874
General Assistance	777	768	775
Persons with Disabilities	2,644	2,612	2,592
Total	**4,379**	**4,290**	**4,241**

Employment and Income Assistance
Percentage of Cases in Work Incentive Program
as at March 31

Category	2009/10	2010/11	2011/12
Single Parents	12.0%	11.3%	10.6%
General Assistance	12.8%	12.3%	11.7%
Persons with Disabilities	14.2%	13.3%	12.7%
Total Caseload	**13.3%**	**12.6%**	**12.0%**

Income Assistance for Persons with Disabilities

The Income Assistance for Persons with Disabilities benefit provides additional financial assistance for adults with disabilities enrolled under Employment and Income Assistance, in recognition of the additional costs associated with living in the community. The benefit is $105.00 per month.

Income Assistance for Persons with Disabilities Caseload
as at March 31

	2009/10	2010/11	2011/12
Average Monthly Caseload	17,944	18,965	19,756

Income Assistance for Persons with Disabilities Expenditures ($000)
as at March 31

	2009/10	2010/11	2011/12
Total	$23,067	$24,393	$25,385

Health Services

- The Health Services program includes the *Rewarding Work* Health Plan, and provides essential drug, dental and optical services and support to EIA participants and children in care.
- Supplies and services are generally provided in accordance with approved fee schedules negotiated with professional health organizations. These agreements specify the types of goods and services provided, eligibility criteria, level of payment and related billing procedures.
- Health Services provided benefits to an average monthly caseload of 38,226 in 2011/12. Of these cases, 9,261 (24.2 per cent) were children in care.

Caseload and Expenditures	2009/10	2010/11	2011/12
Average Monthly Number of Cases	34,396	36,361	38,226
Average Monthly Number of Participants	53,723	56,549	58,828
Dental	$ 6,295	$ 6,908	$ 7,178
Drugs	$54,410	$56,508	$59,921
Optical	$ 709	$ 727	$ 729
Total Expenditures ($000)	**$61,414**	**$64,143**	**$67,828**

Income Supplement Programs

The EIA Programs Branch administers three Income Supplement Programs for low-income Manitobans who are not in receipt of income assistance. 55 PLUS - A Manitoba Income Supplement provides quarterly supplements to low-income persons 55 years of age and over. The Manitoba Child Benefit provides monthly supplements to low-income families with children. RentAid assists certain low-income groups in Manitoba with shelter-related costs in the private rental market.

55 PLUS – A Manitoba Income Supplement

The 55 PLUS program has two components. The Senior Component is for persons who are eligible to receive certain levels of benefits under the federal Old Age Security programs. The Junior Component is for low-income persons 55 years of age and over who are not eligible for federal Old Age Security benefits. Eligibility for the Senior Component is determined from a person's application for the federal Guaranteed Income Supplement. An annual application is necessary for the Junior Component.

During 2011/12, the majority (approximately 66 per cent) of 55 PLUS benefits were provided to participants who were single.

55 PLUS – A Manitoba Income Supplement
Caseload and Expenditures
as at March 31

Average Quarterly Number of Participants	2009/10	2010/11	2011/12
Senior Component			
Single[1]	5,748	5,363	5,333
Married[2]	2,130	2,379	2,325
Total	**7,878**	**7,742**	**7,658**
Junior Component			
Single[1]	942	903	885
Married[2]	797	788	829
Total	**1,739**	**1,691**	**1,714**
Program Total	**9,617**	**9,433**	**9,372**
Total Expenditures ($000)			
Senior Component	$4,075	$4,020	$3,977
Junior Component	$1,203	$1,151	$1,155
Total	**$5,278**	**$5,171**	**$5,132**

[1] Single participants include those who have never been married, as well as those who are no longer married (i.e., widowed, divorced, or separated).
[2] For married participants, in some cases both members of a couple receive 55 PLUS and in other cases only one spouse is a participant.

Manitoba Child Benefit

In January 2008, the Manitoba Child Benefit (MCB) replaced and enhanced the former Child Related Income Support Program (CRISP). The MCB provides monthly benefits to low-income Manitoba families to assist them with the cost of raising their children. A new application is required for each benefit year, which runs from July 1 to June 30.

During 2011/12, MCB benefits were provided to an average of 3,158 families per month, representing an estimated 7,895 children. Of these families, approximately 25 per cent were headed by single parents.

Manitoba Child Benefit (MCB)
Caseload and Expenditures
as at March 31

Average Monthly Number of Cases	2009/10	2010/11	2011/12
Single-Parent Family	807	824	800
Two-Parent Family	1,730	1,955	2,358
Total	**2,537**	**2,779**	**3,158**
Average Monthly Number of Children[1]	**6,343**	**6,948**	**7,895**
Total Expenditures ($000)	**$3,075**	**$3,271**	**$3,582**

[1] The MCB database does not track the number of children in a family at this time. The number of children in a family is estimated (using historical ratios adjusted to account for the increase in the number of larger families now accessing the benefit).

RentAid

RentAid (formerly the Manitoba Shelter Benefit) is intended to help low-income families, seniors and persons with disabilities meet shelter related costs in the private rental market. The maximum amount of rent used to calculate benefits was increased by 3 per cent in December 2011.

A flat rate monthly benefit is also available to persons with disabilities and adults without dependent children who are receiving Employment and Income Assistance (EIA), and are living in the private rental market or in room and board accommodations. The rate for those on EIA in private rent increased by $10 per month (to $60 per month) in December 2011.

RentAid was previously administered by the Manitoba Housing and Renewal Corporation and was transferred to the Disability Programs and Employment and Income Assistance Division in 2009/10. Benefits are delivered through Provincial Services.

Fiscal Year	Average No. of Recipients Per Month (Non-EIA)	Average No. of Recipients Per Month (EIA)	No. of Active Recipients at Year End (Non-EIA)	No. of Active Recipients at Year End (EIA)	Total No. of Recipients (Non-EIA)	Total No. of Recipients (EIA)
2009/10	1,795	11,599	1,975	12,276	2,653	18,572
2010/11	1,974	12,343	2,023	12,948	3,009	19,620
2011/12	2,043	13,009	1,961	13,190	3,110	20,350

Fiscal Year	Average Monthly Benefit Paid (Seniors)	Average Monthly Benefit Paid (Families)	Average Monthly Benefit Paid (Disabled)	Average Monthly Benefit Paid (EIA)	Expenditures Total $000
2009/10	107	161	156	42	$ 9,098
2010/11	103	152	156	46	$10,132
2011/12	102	150	155	49	$11,061

Building Independence

- Building Independence supports partnerships that promote job opportunities for EIA participants. It also supports projects that enhance the skills and employability of specific target groups.
- Building Independence initiatives are designed to:
  - reduce barriers to employment by providing tools, such as child care and voice mail services;
  - provide job readiness assessments;
  - provide links to training and employment; and
  - support agencies to work in partnership with the EIA program.

Building Independence
Number of Participants
as at March 31

Program	2009/10	2010/11	2011/12
Wage Subsidy			
Manitoba Works[1]	76	52	45
Employment Enhancement			
Community Home Services Program[2]	209	153	135
Northern Affairs Project (positions)	19	9	17
Job Centre, EIA Intake (referrals)	1,223	1,139	1,027
Connect 2 Voice Mail[3]	1,065	1,274	1,445
Other			
Individual Development Accounts (IDA)			
• EIA participants	56	75	110
• Non-EIA participants	136	133	193
Community Unemployment Help Centre	1,345	1,385	1,087

[1] Represents new and carryover services for individuals receiving wage subsidy.
[2] The Department transferred management of the Community Home Services Program to a community agency in July 2010. Starting in 2009/10, the Department modified the manner in which participants are counted, to exclude those individuals who were hired, but did not start work in that year.
[3] In use as of March 31, 2012, and includes EIA participants and low-income individuals.

market*Abilities* Program

The market*Abilities* Program assists eligible adults with a disability to pursue and secure gainful employment by providing a spectrum of vocational training, education and support services. Individual vocational training plans are submitted to the market*Abilities* Program by vocational rehabilitation counsellors who work out of the Community Service Delivery division or grant funded agencies. Based on these plans, funds are approved to assist individuals in accessing vocational training services.

The objectives of the market*Abilities* Program are:

- To provide vocational rehabilitation services to adults with a disability, to enhance their independence and ability to contribute socially and economically through employment in the competitive labour force.
- To assist adults with a mental, physical, psychiatric or learning disability to prepare for, obtain and maintain employment through the provision of assessment, training, education and support services.

Supported Employment

Supported employment programming provides people with disabilities the supports required to participate in paid employment. In 2011/12, 1,327 people with disabilities received services from fifteen supported employment agencies.

The objectives of the Supported Employment Program are:

- To enable workers with disabilities to pursue employment opportunities and to physically and socially integrate into competitive employment settings.
- To enable workers with disabilities to receive supports necessary to maintain employment.

Employment and Training Services – market*Abilities* Program
Total Active Caseload by Disability
as at March 31

Disability	2009/10	2010/11	2011/12
Physical Disability	780	744	713
Psychiatric Disability	986	899	945
Mental Disability	679	637	615
Learning Disability	393	389	417
Sight Disability	325	334	332
Hearing Disability	203	194	196
Total	**3,366**	**3,197**	**3,218**

Employment and Training Services – market*Abilities* Program
Total Active Caseload by Region/Program/Agency
as at March 31

Region/Program/Agency	2009/10	2010/11	2011/12
Winnipeg	1,305	1,057	1,072
Westman	275	296	290
Eastman	123	146	170
Central	79	108	119
Interlake	54	52	44
Parkland	35	46	42
Northern	25	25	25
Grant Funded Agencies	1,266	1,228	1,186
Self Directed	20	19	19
Reaching Equality Employment Services	23	26	36
Mental Health	161	194	215
Total	**3,366**	**3,197**	**3,218**

Employment and Training Services – market*Abilities* Program
Individuals Funded by Disability
as at March 31

Disability	2009/10	2010/11	2011/12
Physical Disability	274	257	262
Psychiatric Disability	439	470	486
Mental Disability	212	294	226
Learning Disability	163	193	191
Sight Disability	27	39	38
Hearing Disability	83	82	87
Total	**1,198**	**1,335**	**1,290**

Employment and Training Services – market*Abilities* Program
Services Purchased by Type
as at March 31

Disability	2009/10	2010/11	2011/12
Education – University	200	188	170
Education – Community College	218	202	200
Education – Special Colleges	67	58	50
Education – School	34	52	52
Education – Out of Province	6	8	4
Work Assessment/Training			
Vocational – Employment and Training Centre	1,096	1,116	953
Vocational – Training-in-Industry	64	61	33
Vocational – School-to-Work	101	88	71
Transportation	1,329	1,352	1,326
Special Services	2,133	2,059	2,031
Other	11	3	4
Total[1]	**5,259**	**5,187**	**4,894**

[1] Individuals usually access more than one service. As a result, the total number of services provided is greater than the total number of individuals funded by disability.

10-3(H) Employment and Income Assistance

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under) $	Expl. No.
Total Salaries & Employee Benefits	2,541	30.00	2,281	304	
Total Other Expenditures	3,320		3,028	292	
Employment and Income Assistance	320,462		306,701	13,761	*1*
Health Services	67,828		62,304	5,524	*2*
Income Assistance for Persons with Disabilities	25,385		24,386	999	
market*Abilities*	8,935		9,526	(591)	
55 PLUS	5,132		5,382	(250)	
Building Independence	4,137		4,002	135	
Manitoba Child Benefit	3,582		5,154	(1,572)	3
Rent Aid	11,061		11,951	(890)	
Total Expenditures	**452,383**	**30.00**	**434,715**	**17,668**	

1. The variance is primarily attributable to higher than expected caseload.
2. The variance is primarily due to higher drug and dental costs.
3. The variance is primarily due to lower than expected caseload.

RECOVERABLE FROM OTHER APPROPRIATIONS

Recovery of funding from program areas participating in the delivery of labour market programming implemented under the Agreement.

10-3(h) Recoverable from Other Appropriations

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Recoverable from other appropriations	(4,511)		(10,257)	5,746	*1*
Total Expenditures	**(4,511)**		**(10,257)**	**5,746**	

1. Unable to recover full amount as there were inssuficient eligible Labour Market Agreement expenditures.

COMMUNITY AND ECONOMIC DEVELOPMENT

COMMUNITY AND ECONOMIC DEVELOPMENT COMMITTEE

OBJECTIVES

The Community and Economic Development Committee (CEDC) is a sub-Committee of Cabinet responsible for the oversight and co-ordination of community and economic development activity across government departments. CEDC is chaired by the Minister of Agriculture, Food and Rural Initiatives and includes seven other Cabinet Ministers. CEDC is supported by the CEDC Secretariat.

The CEDC Secretariat provides analytical and administrative support to the Committee. Secretariat staff assist the Committee in the development and implementation of policy and projects consistent with the community and economic development priorities of government.

The Secretariat works in co-operation with business, community, Aboriginal, labour, social and environmental organizations and economic development agencies, as well as with the Premier's Economic Advisory Council, on policy and projects to support healthy and vibrant communities, and strong and sustainable economic growth in Manitoba.

Activities of the Secretariat encompass a broad range of policy areas, including rural and agricultural issues, northern development, urban revitalization, environmental and natural resource issues, public infrastructure projects, investment and industry attraction and expansion, Aboriginal and ethno-cultural issues, clean energy development, cultural policy, research and innovation, education and training, and poverty and social justice issues.

The Secretariat also provides work placement and mentorship opportunities for government interns.

ACTIVITIES/RESULTS

Some of the specific results achieved through the involvement of the Secretariat were:

Neighbourhoods Alive Tax Credit: Created a new tax credit for corporations partnering with a charitable organization to start a business employing people with barriers to employment, supporting entrepreneurial community organizations create new jobs and advance their charitable mandates.

Downtown Residential Development Grant Program: In partnership with the City of Winnipeg, delivered a program to support downtown residential development by providing a grant equal to the incremental taxes on improved property for up to 15 years. Developers are eligible for grants of up to $40,000 for each rental or condominium housing unit built or renovated in Winnipeg's downtown.

Reducing Red Tape for Non-Profits Initiative: Developed and supported implementation of a four-point strategy to cut red tape and make it easier for non-profits to provide valuable services for Manitobans. The strategy includes piloting multi-year, multi-program funding with a representative group of non-profits with proven track records of success, an online government web portal for non-profits, eliminating duplication in reporting requirements, and helping organizations save money by sharing services.

University of Winnipeg Field House
The Secretariat worked with the University of Winnipeg and various government departments to secure $15.0M in provincial funding toward at the development a new $31.5M field house at the University of Winnipeg. The field house will include regulation field for indoor soccer and other sports such as lacrosse and touch-football along with a 10,000 square foot wellness centre. The project will complement the University's ongoing efforts to develop the Spence Street Promenade.

The MET Theatre
In partnership with the City of Winnipeg and the federal government, the Secretariat worked with Local Government to provide Canad Inns with a $1.5M grant towards the $6.7M in heritage related costs of restoring the Metropolitan Theatre National Historic Site, which has been vacant for over 20 years. Canad Inns' $16M plan is transforming the venue into a multi-functional facility and dinner theatre to complement downtown events/conferences. The project includes adherence to the Province's Green Building Policy and a 25 year community access agreement. Once restored this vacant building will generate $90.0 in new provincial tax revenue per year, create 100 new jobs during construction, and 50 new jobs once open.

Prairie Theatre Exchange
The Secretariat worked with the departments of Culture, Heritage and Tourism and Local Government to provide a $500.0 grant to support capital upgrades to the Prairie Theatre Exchange's 20 year old facilities and equipment. This two year $2.6M project includes enhancements to accessibility; improved energy efficiency; and modernized lighting, audio and visual equipment with new technology; upgrades which will enhance the experience of audiences, students and the 100 plus groups which rent their facilities annually, maximizing visitors to Portage Place and Winnipeg's downtown.

10-4(a) Community and Economic Development Committee

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	1,479	15.00	1,469	10	
Total Other Expenditures	274		332	(58)	
Total Expenditures	**1,753**	**15.00**	**1,801**	**(48)**	

PREMIER'S ECONOMIC ADVISORY COUNCIL

OBJECTIVES

The Premier's Economic Advisory Council (PEAC) is a group of 33 prominent Manitobans who have been invited by the Premier to provide him with confidential advice on a wide range of issues affecting Manitoba's economy. The membership of PEAC consists of business, labour, education, research, community and Aboriginal leaders. PEAC is co-chaired by Bob Silver, President of Western Glove Works, and Robert Ziegler, recently retired President of the United Food and Commercial Workers Union, Local 832.

ACTIVITIES/RESULTS

In the past, PEAC has made recommendations in the areas of strategies for attracting investment, expanding immigration, enhancing skills and labour force development and retention, improving the image of our province, expanding natural resource development, establishing a long-term vision for research and development, increasing local investment, ICT procurement, enhancing Aboriginal business development, increasing opportunities for commercial fishing, competitiveness and red tape reduction, increasing the effectiveness, efficiency and productivity of Manitoba's publicly-funded health care system, enhancing our province's green energy economy, new rural economy. In 2010 PEAC hosted an economic summit entitled Imagine Manitoba which became the basis of their strategic plan for 2011/12 and beyond.

PEAC was pleased to provide advice to the Finance Minister in advance of the budget to discuss the economic challenges and innovative ways of addressing them.

PEAC meets regularly with the Premier's Advisory Council on Education, Poverty and Citizenship and Minister's Advisory Council on Workforce Development to ensure maximum coordination.

This year, some specific activities of PEAC have been:

Manitoba Mentors – PEAC was pleased to participate in the development and announcement of the successful Manitoba Mentors program; funded by the Province and Manitoba and administered by the Alliance of Manitoba Sector Councils.

Post Secondary Articulation – PEAC's task group on improved articulation and credit transfer between Manitoba's colleges and universities resulted in an MOU signed by Manitoba's University and College Presidents and Minister responsible for Post Secondary Education. The MOU contains specific goals and timelines.

New Rural Economy – PEAC continues to work with the Champions of the New Rural Economy to enhance opportunities and communication for rural economic development.

Churchill and Canadian Wheat Board – The decision by the Government of Canada to eliminate single desk grain marketing resulted in PEAC travelling to Churchill to examine the issues, discuss with various partners and form recommendations for the Premier. The Churchill field trip also informed the Tourism Task Group.

Mining – PEAC's Mining Task Group is planning to develop recommendations for the Premier on effective permitting and ensuring skilled labour for the jobs of the North.

Tourism – PEAC is planning to work with members of the tourism industry to develop recommendations for the Premier on strengthening and capturing maximum opportunity in this growing industry.

Design Award – PEAC is working with members of the Manitoba Association of Architects to reinstate the Premier's Award for Design Excellence.

UNESCO Boreal Forest World Heritage Site: Pimachiowin Aki – PEAC is planning to explore the opportunities for future development associated with the bid for UNESCO World Heritage status; Aboriginal Economic Development, Tourism, skills development.

Youth Summit – PEAC is working with its counterpart the Premier's Advisory Council on Education, Poverty and Citizenship to exlpore opportunities to jointly host a youth summit.

10-4(b) Premier's Economic Advisory Council

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under) $	Expl. No.
Total Salaries & Employee Benefits	209	2.00	194	15	
Total Other Expenditures	192		222	(30)	
Total Expenditures	**401**	**2.00**	**416**	**(15)**	

INTERNATIONAL RELATIONS AND TRADE

Canada-U.S. and International Relations

The Canada-U.S. and International Relations (CUSIR) Branch provides strategic policy advice and support to the international activities of the Premier and the Minister of Entrepreneurship, Training and Trade. The Branch also oversees the government's involvement in international development projects and supports access by Manitoba firms to international development work.

Principal Activities in 2011/12

In 2011/12, the main activities of Canada-U.S. and International Relations were to:

- Provide a coordinating function with respect to Manitoba's international activities and to promote a strategic approach to Manitoba's international relations;
- Build strategic relationships with international government officials and those involved with international relations within Canada such as the Department of Foreign Affairs and International Trade; and
- Provide strategic and operational advice to the government in support of its international interests including negotiation and advice on international agreements.

Highlights in 2011/12

The Branch supported advocacy meetings and contacts with various U.S. Governors and Members of Congress, Ambassadors, and senior representatives from the U.S. Administration and the Canadian Government. Advice and support were provided on a number of key policy initiatives such as trans-boundary water issues and encouraging the recognitition of Manitoba hydroelectric power as a renewable resource in U.S. legislation.

The Branch forged or maintained relationships with officials in other jurisdictions through organizations such as the Western Governors' Association, the Midwestern Governors' Association, the Midwestern Legislators' Conference, the Legislators' Forum, the South East U.S. States/Canadian Provinces Alliance, North America's Corridor Coalition (NASCO), and the National Governors Association.

Additionally, the Branch provided ongoing cooperation and coordination between departments involved in international relations, including the review and development of a new international agreement with the North West Province of South Africa, during a visit to Manitoba by the Premier of North West Province. The branch also coordinated the visit of Dr. Gary Slutkin, Executive Director of Chicago's CeaseFire program to talk to government and community leaders about his public health approach to fighting gang violence. This visit was a direct result of the cooperation agreement signed in late March 2011 with the Governor of Illinois.

Canada, U.S. and International Relations also continued to support existing francophone relations such as Manitoba's relationships with the Région Basse-Normandie and participation at la Francophonie Summit as part of the Canadian delegation.

Additionally, the Branch supported Manitoba's participation in international development projects and international aid through continuing the partnership with the Philippines Department of the Interior and Local Government (Local Government Academy), the Lviv Regional State Administration, and Dnipropetrovsk Regional State Administration in Ukraine.

The Branch also continues to support Manitoba companies' access to international development work by participating in the World Bank's Private Sector Liaison Officer Network and acting as the point of contact between the Manitoba Government, Manitoba businesses and the World Bank.

Protocol Office

The Protocol Office coordinates government supported events and ceremonies and plays a key role in organizing all incoming diplomatic visits. In addition, the office serves as a secretariat to the Order of Manitoba and plays a major role in organizing all aspects in the awarding of The Order of the Buffalo Hunt. Protocol also provides consulting, advisory and support service for the Office of the Lieutenant Governor as well as support to government departments and agencies and the general public on international protocol practices and orders of precedence.

Principal Activities in 2011/2012

In 2011/2012 the main activities of the Protocol Office were:

- Maintain a strong organizational and planning role with respect to incoming diplomatic missions including visits by The Governor General of Canada .
- Plan and conduct official ceremonies surrounding such events as the Order of Manitoba, the Order of the Buffalo Hunt, swearing-in of new Cabinet Ministers, military change of command, the opening of the Legislative Assembly, Remembrance Day, high profile (state-related) funerals; and special commemorative events
- Serve a co-chair of The Queen's Diamond Jubilee Manitoba celebrations and also played an active role in organizing bicentennial celebrations to mark the 200th anniversary of the arrival of The Selkirk Settlers
- Serve as Secretary for the Order of Manitoba;
- Play a key support role with respect to the structure and function of the Manitoba Consular Corps;
- Coordinate all provincial government responses to half-masting of flags and establishing books of condolence including on-line messages of sympathy.

Highlights in 2011/2012

The Protocol Office organized the Manitoba visits of Their Excellencies The Governor General of Canada and Mrs. Johnston and Prime Minister Harper's flood Tour of Western Manitoba.

In addition, the office organized programs and itinerarieis for diplomats from Kazakhstan , Jamaica, the European Union, Isarel, Slovenia, Norway, Ukraine, Greece, European Union Members of Parliament, Iceland, Japan, Germany, France, China, Azores, Japan , Guyana, Korea, Netherlands, Belgium and Indonesia.

In 2011/2012 the Protocol Office supported several events such as:

- The ceremonial Opening of The House and the Speech from the Throne
- The Order of Manitoba;
- A joint Mantioba-North Dakota 9-11 Service of Remembrance
- Presentations for the Order of the Buffalo Hunt;
- Remembrance Day and Armed Forces Day

10-5(a) International Relations

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under) $	Expl. No.
Total Salaries & Employee Benefits	907	9.00	867	40	
Total Other Expenditures	911		635	276	*1*
Total Expenditures	**1,818**	**9.00**	**1,502**	**316**	

1. Expenditures related to legal contracts relating to Advocacy, Engagement and Strategic Planning for Manitoba.

MANITOBA TRADE AND INVESTMENT

Manitoba Trade and Investment (MTI) is the official multilingual provincial agency for international business development; working with Manitoba firms to become export ready, to enter new markets outside of Manitoba and diversify in existing markets. MTI is also responsible for promoting Manitoba as a destination for inward investment.

Manitoba Trade and Investment supports Manitoba businesses to become export-capable and to diversify into domestic and international markets by delivering targeted programs and services. It also promotes the Province as a destination for investment to increase foreign direct investment and employment. Trade activities undertaken and supported include trade shows, incoming/outgoing business missions and match-making events, in addition to providing enhanced market intelligence and coordinating in-market support for Manitoba's business community.

Services provided by Manitoba Trade and Investment include:

Export counselling – MTI staff engage in consultations with Manitoba companies interested in developing their exports. Counselling focuses on the companies' markets of interest and their capabilities to meet potential demand.

In-market experience – MTI staff and foreign representatives have over 460 years of combined international business experience, and many of MTI's staff have lived/worked in the markets for which they are responsible. This experience enables the staff to provide first-hand knowledge of business practices, cultural considerations, consumer preferences and expectations.

Market intelligence – MTI staff combine their first hand knowledge of various markets with ongoing research and involvement with the markets to provide Manitoba companies with insight into their markets of responsibility; from shifting consumer demands to political changes, MTI staff help Manitoba companies to better understand the markets that they are pursuing.

Financial programs – MTI plays an active role in the delivery of the Commercialization Support for Business (CSB) Program. The CSB Program provides support to Manitoba companies to access new export markets through participation in trade shows/events and the design of export focused marketing materials.

Languages – MTI and its foreign representatives can provide services in 17 languages; language capabilities include: English, French, Spanish, Mandarin, German, Portuguese, Hebrew, Russian, Hindi, Gujarati, Ukrainian, Dutch, Telugu, Malayalam, Bengali, Punjabi, and Japanese.

Foreign representatives – MTI has augmented the expertise and experience of its staff with foreign trade representatives in four markets (China, India, Mexico and Europe). MTI's foreign representatives support Manitoba companies' market entry with in-country assistance. MTI continues to evaluate new markets as possible locations for new representatives.

Promote Manitoba – MTI staff promote the full range of Manitoba's capabilities internationally, including tourism, education investment, immigration and trade.

Missions and tradeshows – outbound missions include companies from multiple sectors targeting opportunities in another province or a foreign country and include a combination of joint networking opportunities and business-to-business meetings; incoming missions normally include a small number of companies from one market or one sector from a geographic region that have one-on-one meetings with Manitoba companies who are potential partners / suppliers; tradeshows are sector specific marketing events in external markets where Manitoba companies promote their products / services. Missions and tradeshows are integral components of MTI's delivery on its mandate. Each market is different and requires a unique approach – tradeshows work in some markets whereas missions are a better approach in others.

Highlights in 2011/12

Manitoba Trade and Investment continues to promote the importance of exporting in order to assist Manitoba companies to sustain and grow their businesses. With both geographic and sector foci, Manitoba Trade and Investment is able to provide opportunity identification and market intelligence to companies identified as export interested/ready or active in export markets. In 2011/12, Manitoba Trade and Investment worked with over 465 Manitoba companies and organizations to explore and enter new markets and to expand within existing markets by providing consulting services and assistance to participate in trade shows and trade missions.

In 2011, MTI engaged the Manitoba Bureau of Statistics to conduct a *Client Satisfaction Survey*. Survey results indicate clients were satisfied as 96% of respondents replied they would work with MTI again for their export development needs.

In fiscal year 2011/12 Manitoba Trade partnered with several industry organizations providing support for export development initiatives for their members. These partnerships enhanced the ability of Manitoba companies to successfully export. Manitoba Trade and its public/private sector partners, coordinate the delivery of trade services and programs to ensure they are effectively servicing the business communities in Winnipeg and rural Manitoba. Outreach activities outline the importance of exporting as well as facilitate access to the information/support needed to become export-ready or to enter and diversify markets. In addition, companies with an interest and the capability to consider exporting are identified and a process of company-specific consulting and export counseling is initiated.

In fiscal year 2011/12, MTI executed 59 outgoing trade missions to 17 different countries/markets and coordinated 21 incoming trade missions from 25 different countries/markets.

In 2011, Manitoba's foreign exports totalled $11.8 billion, an increase of 15.5% over 2010 foreign exports. The United States continues to be Manitoba's largest export market, accounting for 61.3% of foreign exports. Non-U.S. destined exports accounted for 38.7% of foreign exports, up from 36.1% in 2010. Leading non-U.S. destinations for Manitoba's foreign exports were the People's Republic of China, Japan, Mexico, South Korea and Hong Kong.

In 2011, Manitoba was the 2nd least reliant Province on the United States as an export market for our goods.

Manitoba Trade and Investment continues to be active in pursuing niche opportunities in Brazil, Russia, India, China and South Africa (the "BRICS"). Manitoba's share of exports to the BRICS has increased by 891.1% since 2002. In the last 10 years, Manitoba's exports to the BRICS increased by over $1.1 billion.

Agribusiness

The agriculture and food sectors are key contributors to Manitoba's economy representing $4.3 billion in provincial exports or 36.2% of Manitoba's total foreign exports in 2011. Agriculture Marketing delivers comprehensive export and market-development services to Manitoba exporters. The branch also promotes Manitoba's trade development interests as a participant on federal-provincial agri-trade committees, The Federal-Provincial Market Development Council, North American Agricultural Marketing Officials and other organizations.

Highlights for 2011/12 included the following activities:

Manitoba Trade and Investment undertook agri-food promotion activities in Brazil, Canada, Colombia, Dominican Republic, France, Germany, Guatemala, Italy, Mexico, Spain, United Arab Emirates, United States of America and Uruguay.

MTI organized and hosted incoming buyer missions and events with delegations from Bangladesh, Chile,

Colombia, Denmark, Germany, Japan, Spain and United States of America.
Detailed highlights of agribusiness missions can be found under the relevant geographic location.

MTI grew and sustained partnerships on both incoming and outgoing initiatives with other provincial governments, including Saskatchewan and Alberta.

Asia

Manitoba's domestic exports to Asia totalled $2.7 billion in 2011, an increase of 26.8% from 2010. Leading exports were unwrought nickel, rape or colza seeds, pork (fresh/chilled/frozen), wheat and copper ores and concentrates. China was the largest export market, followed by the Japan, South Korea, Hong Kong and Taiwan.

Manitoba's imports from Asia totalled $1.4 billion in 2011, an increase of 20.2% from 2010. Leading imports were magnetic/optical readers, motor vehicle parts, self-propelled bulldozers, telephone equipment and semiconductor devices. China was the top ranking importing country within Asia to Manitoba, followed by the Japan, Taiwan, South Korea and India.

Highlights for 2011/12 included the following activities (excluding China/India located under BRICS):

September 2011 – hosted an incoming mission of the Japan Buckwheat Millers Association.

December 2011 – attended and exhibited at the SME Expo and the Federation of Hong Kong Trade Associations annual meeting and trade show in Hong Kong.

December 2011 – coordinated an incoming delegation from Japan in the agri-food sector.

December 2011 – hosted an incoming mission from the Philipines interested in the agri-food sector.

January 2012 – led a multi-sector business delegation to Manila, Philipines.

February 2012 – attended the Singapore Airshow. This airshow is one of the world's top aerospace and defense events.

March 2012 – conducted a return trade mission to Manila, Philipines to follow up on potential opportunities identified during the December 2011 and Janaury 2012 missions.

BRICS Markets – Brazil, Russia, India, China and South Africa

Manitoba's domestic exports to the BRICS totalled $1.2 billion in 2011, an increase of 51.1% from 2010. Leading exports were unwrought nickel, copper ores and concentrates, rape or colza seeds, soya beans and pork (fresh/chilled/frozen).

Manitoba's imports from the BRICS totalled $908.6 million in 2011, an increase of 25.1% from 2010. Leading imports were magnetic/optical readers, transistors, telephone equipment, self-propelled bulldozers and motor vehicle parts.

Highlights for 2011/12 included the following activities:

April 2011 – hosted an incoming delegation from China. The purpose of the mission was to explore the mining, petroleum, energy, tourism and hog processing sectors in Manitoba.

June 2011 – hosted two Canadian Consuls General from Chandigarh and Mumbai, India.

June 2011 – met with the Canadian Department of Foreign Affairs and International Trade and Brazilian representatives to discuss a new Science and Technology Agreement.

July 2011 – hosted an incoming mission from India pursuing a joint venture/representation agreement with Manitoba based companies.

July 2011 – hosted an incoming delegation from the Anhui Province in China focused on animal husbandry and canola sowing and crushing. The delegation was led by the Deputy Director of the Anhui Agricultural Commission.

August/September 2011 – led a business delegation to ExpoInter Agricultural Fair in Brazil.

September 2011 – hosted a Chinese investor interested in the potato starch industry in Manitoba.

October 2011 – hosted a delegation of engineering companies from India.

October 2011 - MTI together with our Foreign Trade Representative in China conducted two "Doing Business in China" seminars in Winnipeg.

October 2011 – over 20 business meetings with Manitoba companies interested in China were arranged with MTI's Foreign Representative in China during a visit to Manitoba.

November 2011 – attended the 30th International Trade Fair which took place in New Delhi, India.

February 2012 - conducted a trade mission to China. Meetings were held with the Canadian trade offices in Beijing, Shanghai and Nanjing. Outreach business meetings were conducted with Chinese government agencies, trade associations, professionals and entrepreneurs.

March 2012 – MTI together with our Foreign Trade Representative in India conducted a "Doing Business in India" seminar in Winnipeg. In addition, MTI's Foreign Trade Representative conducted one-on-one business meeting with Manitoba companies interested in pursuing India as a market.

European Union

Manitoba's domestic exports to the European Union totalled $606.2 million in 2011, an increase of 56.3% from 2010. Leading exports were copper ores and concentrates, wheat, rape or colza seeds, unwrought nickel and medication. Sweden was the largest export market, followed by the United Kingdom, Bulgaria, Italy and Belgium.

Manitoba's imports from the European Union totalled $796.1 million in 2011, a decrease of 8.9% from 2010. Leading imports were harvesting/threshing machinery, pumps for liquids, taps/cocks/valves, pesticides and motor vehicle parts. Germany was the top ranking importing country within the European Union to Manitoba, followed by the United Kingdom, Italy, France and Sweden.

Highlights for 2011/12 included the following activities:

September 2011 – supported in cooperation with Manitoba Music, trade mission to Reeperbahn Festival in Hamburg, Germany. Business-to-business meetings focused on the markets of Germany, Netherlands, Denmark and Sweden.

October 2011 – over 20 business meetings with Manitoba companies interested in the European market were arranged with MTI's Foreign Trade Representative in Europe during a visit to Manitoba.

October 2011 – attended NUCE International in Milan, Italy. This international nutraceutical, cosmeceutical, "functional foods and drinks" and "health" ingredients trade exhibition is the only

Mediterranean fair dedicated solely to this rapidly expanding sector of the food and beverage industry.

October 2011 – participated along with several Manitoba firms at Anuga, International Food and Beverage Show in Cologne, Germany. This event provided companies with access to more than 155,000 trade visitors from 180 countries.

October 2011 – hosted a seminar entitled "Doing Business in Germany." This seminar featured speakers from the Canadian German Chamber of Commerce, Invest Germany, MTI and the Canadian Department of Foreign Affairs and International Trade.

November 2011 – participated in Agritechnica 2011 in Hanover, Germany along with 20 Manitoba companies. Agritechnica is the world's largest agricultural exhibit.

November 2011 - attended Food Ingredients Europe in Paris, France which is the premier food ingredients show in Europe. This bi-annual show rotates through European venues and represents ingredient suppliers and buyers for major food processors, bakeries, R&D and organics.

January 2012 – in cooperation with Manitoba Music, participated in a mission to MIDEM in Cannes, France. MIDEM is the world's largest trade event for the music and audio recording industry. 10 firms/organizations attended.

February 2012 – participated along with several Manitoba firms at Biofach 2012, the World Organic Trade Fair in Nuremberg, Germany. The event provided companies with access to more than 40,000 trade visitors from 130 countries.

March 2012 - attended Alimentaria Barcelona 2012 in Barcelona, Spain, one of the largest food trade shows in Europe and in the world.

Latin America

Manitoba's domestic exports to Latin America totalled $324.3 million in 2011, an increase of 15.2% from 2010. Leading exports were wheat, copper ores and concentrates, harvesting/threshing machinery, leguminous vegetables and paperboard. Brazil was the largest export market, followed by the Colombia, Venezuela, Ecuador and Peru.

Manitoba's imports from Latin America totalled $139.2 million in 2011, an increase of 6.2% from 2010. Leading imports were self-propelled bulldozers, cut flowers, bananas, rape or colza seeds and grapes. Brazil was the top ranking importing country within Latin America to Manitoba, followed by the Chile, Colombia, Guatemala and Argentina.

Highlights for 2011/12 included the following activities (excluding Brazil located under BRICS):

July 2011 – participated in Alimentaria in Guatemala City. This was the 16th edition of this international annual food and beverage tradeshow.

September 2011 – attended ExpoPrado Fair in Uruguay. ExpoPrado was a multifaceted agricultural fair with a strong focus on the agri-food sector.

November 2011 – ProChile Canada and MTI hosted a delegation from Chile to discuss Canadian beekeeping.

Mexico

Manitoba's domestic exports to Mexico totalled $324.3 million in 2011, a decrease of 4.8% from 2010. Leading exports were rape or colza seeds, wheat, pork (fresh/chilled/frozen), paperboard and frozen vegetables.

Manitoba's imports from Mexico totalled $450.8 million in 2011, an increase of 18.6% from 2010. Leading imports were telephone equipment, tractors, seats, monitors/projectors and electrical ignitions.

Highlights for 2011/12 included the following activities:

June 2011 – hosted an incoming delegation from Mexico focused on cattle genetics and breeding stock for the Mexican beef market.

June 2011 – MTI along with our Foreign Trade Representative in Mexico conducted a seminar in Winnipeg entitled, "Business Opportunites in Mexico." Guest speakers included the Consul General of Mexico to Canada and a Trade Commissioner from PROMEXICO.

November 2011 – the Minister of Entrepreneurship, Training & Trade along with MTI staff led a business delegation to Mexico City and Guadalajara, Mexico. In addition to meeting with state officials and JALTrade staff the delegation participated in the Sample Canada event.

United States

Manitoba's domestic exports to the United States totalled $7.2 billion in 2011, an increase of 10.7% from 2010. Leading exports were crude petroleum oil, rape, colza or mustard oils, aircraft parts, electrical energy and medication. Minnesota was the largest export destination state, followed by the Illinois, North Dakota, Washington and Iowa.

Manitoba's imports from the United States totalled $13.1 billion in 2011, an increase of 19.9% from 2010. Leading imports were self-propelled bulldozers, tractors, harvesting/threshing machinery, passenger motor vehicles and transport trucks. Illinois was the top ranking state source of imports to Manitoba, followed by the Minnesota, Texas, Wisconsin and Iowa.

Highlights for 2011/12 included the following activities:

June 2011 – An exhibition supporting 10 Manitoba firms at The Institute of Food Technologies in New Orleans, Lousinana in partnership with Saskatchewan Trade and Export Partnership.

August/September 2011 – MTI and 8 Manitoba companies attended the Farm Progress Show in Decatur, Illinois. This agricultural exposition is the United States largest outdoor farm show held annually in either Decatur, Illinois or Boone, Iowa on a rotating basis.

September 2011 – agri-food mission to Natural Products East Expo in Baltimore, Maryland. 6 Manitoba companies participated in this event which is focused on the natural/organic food products industry.

March 2012 – agri-food missions to the the Canadian Table Top event in Phoenix Arizona (6 companies) and to Natural Products West Show in Anaheim, California (10 companies).

March 2012 – attended the Game Developers Conference in San Francisco, California. The event provided educational, networking and business opportunities for game development professionals.

10-5(b) Manitoba Trade

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under) $	Expl. No.
Total Salaries & Employee Benefits	1,469	22.00	1,805	(336)	
Total Other Expenditures	1,514		1,644	(130)	
Less: Recoverable from Urban Development Initiatives	(1,000)		(1,000)	-	
Total Expenditures	**1,983**	**22.00**	**2,449**	**(466)**	

COSTS RELATED TO CAPITAL ASSETS

Commencing in 1999/2000, it is the policy of the Province of Manitoba to record in the accounts of the Province, the tangible capital assets owned and used by the Province along with appropriate amortization costs. The Provincial Comptroller establishes standard asset classes along with capitalization thresholds and corresponding amortization rates.

10-6(a) Costs Related to Capital Assets - Amortization Expense

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Amortization Expense	1,532		1,549	(17)	
Total Expenditures	**1,532**		**1,549**	**(17)**	

10-6(b) Costs Related to Capital Assets - Interest Expense

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
Interest Expense	418		753	(335)	
Total Expenditures	**418**		**753**	**(335)**	

ENTREPRENEURSHIP, TRAINING AND TRADE

Reconciliation Statement

EXPENDITURE DETAILS	
2011/12 MAIN ESTIMATES	567,479
MAIN ESTIMATES AUTHORITY TRANSFERRED FROM:	
• Enabling Appropriations	
- Canada-Manitoba Enabling Vote	5,088
- Internal Service Adjustments	2,095
2011/12 ESTIMATE	574,662

Entrepreneurship, Training and Trade
Expenditure Summary
For Fiscal Year Ended March 31, 2012 (with comparative figures for the previous year)

Estimate 2011/12 $		Appropriation	Actual 2011/12 $	Actual 2010/11 $	Increase (Decrease) $	Expl. No.
	10-1	**Administration and Finance**				
37	(a)	Minister's Salary	37	37	-	
	(b)	Executive Support				
612		(1) Salaries and Employee Benefits	569	573	(4)	
73		(2) Other	68	71	(3)	
	(c)	Financial and Administrative Services				
1,509		(1) Salaries and Employee Benefits	1,545	1,532	13	
417		(2) Other	396	371	25	
(150)		(3) Less: Recoverable from other appropriations	(150)	(150)	-	
	(d)	Policy, Planning and Coordination				
783		(1) Salaries and Employee Benefits	766	752	14	
237		(2) Other	258	213	45	
	(e)	Manitoba Bureau of Statistics				
818		(1) Salaries and Employee Benefits	739	750	(11)	
391		(2) Other	725	427	298	*1*
(60)		(3) Less: Recoverable from other appropriations	(53)	(67)	14	
4,667		Total 10-1	4,900	4,509	391	
	10-2	**Business Services**				
	(a)	1. Industry Development-Financial Services				
1,137		(1) Salaries and Employee Benefits	932	1,002	(70)	
333		(2) Other	349	300	49	
14,712		(3) Business Financial Support	11,615	9,873	1,742	*2*
(8,810)		(4) Less: Interest Recovery	(4,492)	(4,416)	(76)	
4,075		2. Industry Development-Commercialization Support for Business	2,235	1,629	606	*3*
	(b)	Industry Consulting and Marketing Support				
845		(1) Salaries and Employee Benefits	624	708	(84)	
323		(2) Other	294	290	4	

Estimate 2011/12 $		Appropriation	Actual 2011/12 $	Actual 2010/11 $	Increase (Decrease) $	Expl. No.
	(c)	Small Business Development				
1,261		(1) Salaries and Employee Benefits	1,217	1,212	5	
645		(2) Other	640	628	12	
60		(3) Grants	60	60	-	
	(d)	Business Immigration and Investment				
318		(1) Salaries and Employee Benefits	319	318	1	
292		(2) Other	292	69	223	*4*
	(e)	Competitiveness Initiatives				
348		(1) Salaries and Employee Benefits	325	264	61	
99		(2) Other	134	204	(70)	
6,375	(f)	Economic Partnership Agreement	6,374	6,817	(443)	
(2,632)	(g)	Less: Recoverable from other appropriations	(1,632)	-	(1,632)	*5*
19,381		Total 10-2	19,286	18,958	328	
	10-3	**Workforce Development and Income Support Division**				
	(a)	Office of the Senior Executive Director				
348		(1) Salaries and Employee Benefits	401	430	(29)	
265		(2) Other	211	266	(55)	
	(b)	Industry Workforce Development				
792		(1) Salaries and Employee Benefits	710	844	(134)	
132		(2) Other	135	133	2	
1,825		(3) Training Support	2,413	2,025	388	
	(c)	Apprenticeship				
4,108		(1) Salaries and Employee Benefits	4,322	4,408	(86)	
1,870		(2) Other	1,710	1,957	(247)	
14,154		(3) Training Support	13,751	10,004	3,747	*6*
(2,237)		(4) Less: Recoverable from Canada-Manitoba Labour Market Agreement	(1,500)	(2,231)	731	

Estimate 2011/12 $		Appropriation	Actual 2011/12 $	Actual 2010/11 $	Increase (Decrease) $	Expl. No.
	(d)	Employment Manitoba				
6,000		(1) Salaries and Employee Benefits	5,136	5,455	(319)	
2,485		(2) Other	2,412	2,647	(235)	
9,194		(3) Training Support	4,986	10,454	(5,468)	*7*
	(f)	Canada-Manitoba Labour Market Development Agreement				
7,233		(1) Salaries and Employee Benefits	6,962	7,141	(179)	
989		(2) Other	991	1,023	(32)	
44,818		(3) Training Support	38,016	45,463	(7,447)	*8*
2,600	(g)	Industry and Labour Force Investment Fund	2,009	2,188	(179)	
	(h)	Canada-Manitoba Labour Market Agreement				
893		(1) Salaries and Employee Benefits	2,315	2,310	5	
543		(2) Other	774	902	(128)	
21,674		(3) Training Support	13,719	17,097	(3,378)	*9*
	(i)	Employment and Income Assistance Support				
2,281		(1) Salaries and Employee Benefits	2,541	2,612	(71)	
3,028		(2) Other	3,320	3,300	20	
		(3)Employment and Income Assistance Programs:				
306,701		a. Employment and Income Assistance	320,462	308,465	11,997	*10*
62,304		b. Health Services	67,828	64,143	3,685	*11*
24,386		c. Income Assistance for Persons with Disabilities	25,385	24,393	992	
9,526		d. Market Abilities	8,935	8,817	118	
5,382		e. 55 Plus	5,132	5,171	(39)	
4,002		f. Building Independence	4,137	3,316	821	
5,154		g. Manitoba Child Benefit	3,582	3,271	311	
11,951		h. Manitoba Shelter Benefit	11,061	10,132	929	
(10,257)	(j)	Less: Recoverable from other appropriations	(4,511)	(12,946)	8,435	*12*
542,144		Total 10-3	547,345	533,190	14,155	

Estimate 2011/12 $			Appropriation	Actual 2011/12 $	Actual 2010/11 $	Increase (Decrease) $	Expl. No.
	10-4		**Community and Economic Development**				
		(a)	Community and Economic Development Committee Secretariat				
1,469			(1) Salaries and Employee Benefits	1,479	1,415	64	
332			(2) Other	274	397	(123)	
		(b)	Premier's Economic Advisory Council				
194			(1) Salaries and Employee Benefits	209	253	(44)	
222			(2) Other	192	251	(59)	
2,217			Total 10-4	2,154	2,316	(162)	
	10-5		**International Relations and Trade**				
		(a)	International Relations				
867			(1) Salaries and Employee Benefits	907	780	127	
635			(2) Other	911	826	85	
		(b)	Manitoba Trade				
1,805			(1) Salaries and Employee Benefits	1,469	1,790	(321)	
1,644			(2) Other	1,514	1,487	27	
(1,000)			(4) Less: Recoverable from Urban Development Initiatives	(1,000)	(1,000)	-	
3,951			Total 10-5	3,801	3,883	(82)	
	10-6		**Costs Related to Capital Assets**				
1,549		(a)	Amortization Expense	1,532	1,185	347	
753		(b)	Interest Expense	418	488	(70)	
2,302			Total 10-6	1,950	1,673	277	
574,662			**TOTAL ENTREPRENEURSHIP, TRAINING AND TRADE**	579,436	564,529	14,907	

Explanations:

1. *2011/12 Census expenditures.*
2. *Increase of outstanding loans and Loan Loss provision.*
3. *Program expenditures were previously paid out of IEM and MAFRI (10/11)*
4. *New contracts with 3rd party providers.*
5. *New Commercialization Support for Business Program recoveries from other Departments*
6. *Increase in Apprenticeship Training activity.*
7. *Lower client volume.*
8. *Lower client volume.*
9. *Lower client volume.*
10. *Increased client volume.*
11. *Increase in prescription volumes.*
12. *Decrease in eligible Labour Market Agreement expenditures.*
13. *Capitalization of Access Manitoba in 11/12.*

Entrepreneurship, Training and Trade
Revenue Summary by Source
For Fiscal Year Ended March 31, 2012 (with comparative figures for the previous year)

Actual 2010/11 $	Actual 2011/12 $	Increase Decrease) $	Expl. No.	Source	Actual 2011/12 $	Estimate 2011/12 $	Variance $	Expl. No.
				Current Operating Programs:				
				Government of Canada				
51,397	50,896	(501)		Labour Market Development Agreement	50,896	50,425	471	
20,309	16,808	(3,501)	*1*	Labour Market Agreement	16,808	23,110	(6,302)	*1*
4,507	4,507	-		Labour Market Agreement for Persons with Disabilities	4,507	4,507	-	
1,136	-	(1,136)	*2*	Targeted Initiative for Older Workers	-	1,629	(1,629)	*2*
77,349	72,211	(5,138)		Sub-Total	72,211	79,671	(7,460)	
				Other Revenue				
474	466	(8)		Fees	466	464	2	
1,378	1,378	-		Cost Recovery from Municipalities	1,378	1,378	-	
6,299	7,424	1,125	*3*	Income Assistance Recoveries:	7,424	7,510	(86)	
210	210	-		Levy for Local Government Welfare Purposes in Unorganized Territory	210	210	-	
4,882	6,610	1,728	*4*	Sundry	6,610	7,711	(1,101)	*3*
13,243	16,088	2,845		Sub-Total	16,088	17,273	(1,185)	
90,592	88,299	(2,293)		TOTAL REVENUE	88,299	96,944	(8,645)	

Explanations:

Comparison to Previous Year:

1. *Lower client volume.*
2. *Lower client volume.*
3. *Increase in Overpayment Recoveries*
4. *Increase in Growing Though Immigration activities.*

Comparison to Estimate:

1. *Lower client volume than projected.*
2. *Lower client volume than projected.*
3. *Growing Through Immigration activities were less than projected.*

FIVE YEAR HISTORY
Entrepreneurship, Training and Trade
Five-Year Expenditure and Staffing Summary by Appropriation ($000s)
For Five Years Ended March 31, 2012

	Actual/*Adjusted Expenditures									
	2007-2008		2008-2009		2009-2010		2010-2011		2011-2012	
Appropriation	**FTE**	**$**	**FTE**	**$**	**FTE**	**$**	**FTE**	**$**	**FTE**	**$**
Administration and Finance	56.00	4,374	56.00	4,711	56.00	5,069	56.00	5,048	56.00	4,900
Business Services	59.50	18,238	59.50	22,959	59.50	22,601	59.50	18,722	59.50	19,286
Workforce Development and Income Support Division	313.80	456,125	305.80	481,057	319.30	528,729	318.80	550,406	318.80	547,345
Community and Economic Development	14.00	1,790	14.00	1,894	17.00	2,724	17.00	2,315	17.00	2,154
International Relations and Trade	33.00	3,374	33.00	3,940	33.00	4,120	31.00	4,134	31.00	3,801
Costs Related to Capital Assets		1,360		1,343		1,619		1,673		435
TOTAL OPERATING	476.30	485,261	468.30	515,904	484.80	564,862	482.30	582,298	482.30	579,436
Expenditures Related to Capital		1,848		2,053		601		3,406		5,465
TOTAL	476.30	487,109	468.30	517,957	484.80	565,463	482.30	585,704	482.30	584,901

** - Adjusted figures reflect historical data on a comparable basis in those appropriations affected by reorganizations during the five years.*

ENTREPRENEURSHIP, TRAINING & TRADE

Performance Measures

The following section provides information on key performance measures for the department for the 2011-2012 reporting year. All Government of Manitoba departments include performance measures in their Annual Reports to complement the financial results and provide Manitobans with meaningful and useful information about government activities and their impact on the province and its citizens.

For more information on performance reporting and the Manitoba government, visit www.manitoba.ca/performance

Your comments on performance measures are valuable to us. You can send comments or questions to mbperformance@gov.mb.ca

Business Development Indicators

What is being measured and how?	*Why is it important to measure this?*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator?*	*What is the trend over time for this indicator?*	*Comments/recent actions/report links*
1. *Venture Capital Available to Manitoba – by measuring Venture Capital investments in Manitoba* The aggregate amount of outstanding committed capital available to Venture Capital Partnerships is the measure and this information is collected by the department for those partnerships in which the Province of Manitoba is a stakeholder. .	Access to venture capital in Manitoba is directly related to the competitiveness of Manitoba in attracting, developing and maintaining businesses in Manitoba. The availability of venture capital impacts job creation and growth and the attraction of professional and knowledge based workers to Manitoba. Supply of venture capital is linked to the improvement of performance of small and medium businesses.	As of March 31, 2000, there was $19.6 million outstanding committed capital available to Venture Capital Partnerships The amount of outstanding committed capital is dependent upon a number of factors including: i. The creation of new Venture Capital Partnerships; ii. The amount of capital invested in any one year; iii. The number of managers of Venture Capital Partnerships	As of March 31, 2012 there was in aggregate $84.4 million of outstanding committed capital available from the six Venture Capital Partnerships.	In 2010/11 there was $87.6 million outstanding committed capital ($116.5 million in 2009/10) available to Venture Capital Partnerships The amount of capital available for new investments has been declining as no new venture funds have commenced operations. From 1996/97 to 2011/12, approximately $172.7 million has been invested into 78 business entities by the six Venture Capital Partnerships.	This measurement is limited to publicly available information; it does not track privately orchestrated venture capital financing which makes up a significant segment of this market. The Small Business Venture Capital Tax Credit Program (formerly the Community Enterprise Investment Tax Credit Program) was established in 2008 to encourage investors to partner with growing businesses in need of equity capital.

What is being measured and how?	*Why is it important to measure this?*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator?*	*What is the trend over time for this indicator?*	*Comments/recent actions/report links*
2. *Capital Investment (Funded), by measuring new dollars invested in the Manitoba Industrial Opportunities Program, and total investment funding to entrepreneurs provided through the Business Start Program* Under the Manitoba Industrial Opportunities Program (MIOP), the government provides term loans to assist businesses to expand in Manitoba. The loans are reserved for opportunities that create significant strategic economic benefit.	Access to capital promotes the retention and expansion of industry in Manitoba, strengthening the Manitoba economy. MIOP provides financing to industry that may not be available through traditional financial institutions. MIOP emphasizes job maintenance and creation as well as increasing technologically valuable industries in Manitoba. Investment in capital is featured as a priority in Manitoba's Action Strategy for Economic Growth, Raising and Retaining Investment.	As of March 31, 2000: - New MIOP dollars invested in the 1999/2000 fiscal year was $10.4 million. - Capital investment generated by MIOP projects which includes dollars invested in capital assets, commercialization, and product development. In 1999/2000 $21.1 million was invested in project capital.	Indicators include: - As at March 31, 2012 the program has 20 active loans totaling $96.6 million under management with $5.8 million of new loans approved in 2011/12. - The new loans levered $2.0 million in additional capital, for a total Manitoba investment of $7.8 million.	These trends are cyclical and can vary dramatically from year to year. They are dependent on the nature of the applications in any given year and economic cycles. The MIOP Program financing has leveraged $799 million worth of private sector investment since March 31, 2000.	The program has experienced a slight increase in uptake in 2011/12 as Manitoba's economy experiences steady growth as it rebounds from a global recession.

What is being measured and how?	*Why is it important to measure this?*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator?*	*What is the trend over time for this indicator?*	*Comments/recent actions/report links*
The measures include the total dollars invested in active loans and the additional capital investment levered. Under the Business Start Program, the measure is the total investment provided to entrepreneurs starting a new business. This includes both the value of the loan provided and any additional equity leveraged.	The Branch's target client groups are the 84,200 active small businesses in Manitoba that make up over 97% of all businesses in Manitoba. Support to this key segment of the economy is critical to investment and job growth.	In 1999/00, $677,522 was invested in the start-up businesses.	Business Start Program investment for 2011/12 was $3,525,496. Business Start Program investment for 2010/11 was $1,796,169.	Program enhancements since 2006 have resulted in an increased number and amount of Business Start Loans.	

What is being measured and how?	*Why is it important to measure this?*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator?*	*What is the trend over time for this indicator?*	*Comments/recent actions/report links*
3. *Jobs Created & Retained* Under the Manitoba Industrial Opportunities Program, the government provides term loans to assist businesses to expand in Manitoba. The loans are reserved for opportunities that create significant strategic economic benefit	The creation and retention of jobs is important to the Manitoba economy and vital to attracting and maintaining Manitoba citizens.	As of March 31, 2000: The MIOP Program levered approximately 673 jobs in 1999/2000.	Approximately 50 jobs were supported by the MIOP Program in 2011/12. As at March 31, 2012 the program has 20 active loans under management, with 4,914 Manitoba full time equivalent jobs required per the loan agreements and 4,812 Manitoba full time equivalent jobs maintained by active MIOP loan clients.	The year to year trends are cyclical and can vary dramatically from year to year. Since March 31, 2000 the MIOP Program has levered approximately 8,887 jobs	The program has shifted focus from job creation which was important in the 1990's when Manitoba had high unemployment rates to its current focus on increasing production capacity, plant competitiveness, and job retention, now that Manitoba has strong employment rates.
Under the Business Start Program, jobs are created through self-employment and subsidiary job creation by new entrepreneurs.		The Business Start Loan Guarantee Program tracks job creation for the start-up businesses that borrow under the Program. In 1999/00, 72 new jobs were created.	Under the Business Start Program, 114 jobs were created in 2011/12 (71 full-time plus 43 part-time). This represents a 58% increase above 1999/00. Under the Business Start Program, 74 jobs were created in 2010/11 (45 full-time plus 29 part-time). This represents a 3% increase above 1999/00.	The trend in this indicator has been variable since the baseline year 1999/00. The number of new jobs created in a business start-up is more a function of the type of businesses receiving loans rather than the number of Business Start loans advanced.	

Employment and Income Assistance Indicators

What is being measured and how?	*Why is it important to measure this?*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator?*	*What is the trend over time for this indicator?*	*Comments/recent actions/report links*
4. Dependency on Income Assistance Per cent of population (excluding First Nations people on reserve) receiving income assistance.1	A low percentage may show positive results for the provincial economy and government policies	5.4% (2001/02)2	5.2% (2011/12)	This indicator has remained largely unchanged since 2001/02.	Using the Market Basket Measure (MBM)3 in 2010 (the most recent year for which data is available), 8.7 per cent of Manitobans were living in low income (excluding First Nations people on reserve). For children, the rate living in low-income families was 10.9 per cent. Since 2000, the rate of change in the per cent of children living in low income reflects a decrease of 27.8 per cent; for single-parent families, the decrease in the rate was 24.3 per cent. The percentage

1 Source: 2011/12 population data from the Manitoba Health and Healthy Living Population Report; 2001/02 population data from the Manitoba Health Population Report and EIA caseload data.

2 Previous Annual Reports excluded 2001/02 Municipal Assistance recipients and cited this figure as 5.2 per cent. The figure in this report (5.4 per cent) has been revised to include Municipal Assistance recipients.

3 In Annual Reports released prior to 2008/09, Low-Income Cut-Offs (LICOs) were used to report on low income. MBM thresholds, used in this report, are based on the cost of a "basket of goods and services" that includes food, clothing and footwear, shelter, transportation and a range of other items, such as personal care, household equipment and supplies, telephone services, educational and recreational items and reading materials. MBM provides an advantage over using LICOs since they account for cost of living differences across Canada.

					of Manitobans living in low income decreased between 2009 and 2010. Comparing provinces in 2010, Manitoba had the second lowest rate of all persons and the fifth lowest rate of children living in low income. Further, Manitoba had the seventh lowest incidence of low income for single-parent families.

Labour Market Indicators

What is being measured and how?	*Why is it important to measure this?*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator?*	*What is the trend over time for this indicator?*	*Comments/recent actions/report links*
5. *Our contribution to meeting the evolving skills requirements of the labour market is measured by employment outcomes and participation in key training initiatives to meet labour market demand.*	Skills training programs/activities are key elements in response to the increasing demand for skilled workers and continued growth of the economy. Some of the programs/activities are formal, while others are non-formal (e.g. workplace training).	<u>Participation in key training initiatives</u> - (1) 1999/00 - 3,704 active apprentices as at April 1, 1999 (2) 1999/00 Journeyperson Certification: Apprenticeship: 476 Trades Qualification: 125 Total: 601 (3) 2006/07 - 3,035 total number of apprentices attending in-school technical training (4) 1999/00 - 1,296 new apprenticeship applications registered	<u>Participation in key training initiatives</u> - 1) 2011/12 – 8,586 active apprentices as of March 31, 2012. (2) 2011/12 Journeyperson Certification Apprenticeship: 1,122 Trades Qualifications: 222 Total: 1,344 (3) 2011/12 – 4,254 total number of apprentices attending in-school technical training (4) 2011/12 – 1,815 new apprenticeship applications registered	(1) Increase the number of active apprentices increased at the end of fiscal 2011/12 by 132% since the beginning of the 1999/00 fiscal year (2) Increase The number of Journeyperson Certificates increased by 136% from 1999/00 to 2011/12 (3) Increase by 40% from 2006/2007 to 2011/12 (4) Increase by 40% from 1999/00 to 2011/12	The Apprenticeship program coordinates the training system that delivers workplace-based skills and technical training to apprentices, leading to journeyperson certification in skilled trades. Aboriginal apprentices constitute 8% of all active apprentices in Manitoba, as of March 2012.

What is being measured and how?	*Why is it important to measure this?*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator?*	*What is the trend over time for this indicator?*	*Comments/recent actions/report links*
		2001/02 Employment Manitoba - Skills Development Program Individuals supported: 3,733 participants.	2011/12 Employment Manitoba - Skills Development Program Individuals supported: 3,115 participants4.	Stable longer term trend. Year over year decrease of 41% (5,310 participants in 2010/11). Stable over long term but decrease since downturn levels.	Employment Manitoba Skills Development program provides financial and other supports to individuals (unemployed EI and non-EI insured individuals and low skilled employed workers) to participate in existing education and training opportunities at universities, colleges, private vocational institutions and other education/training providers.

4 Number of individuals beginning a skills development service (LMDA, LMA, or ETS appropriation) with Employment Manitoba (excluding apprentices) between April 1, 2011 and March 31, 2012. This includes participants beginning the second year of a two year program.

What is being measured and how?	*Why is it important to measure this?*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator?*	*What is the trend over time for this indicator?*	*Comments/recent actions/report links*
		1999/00 Industry Workforce Development 7,310 participants	2011/12 Industry Workforce Development 22,600 participants5 trained/year	Increase. The number of workplace development participants has been on an upward trend since 1999/2000. This has stabilized over the past year with a marginal decrease of 4%. Participant numbers in 2010/11 were 23,669.	Industry Workforce Development provides support to industry for human resource development and workplace training through partnerships with Sector Councils, business and industry associations

5 Includes sectoral training initiatives, industry development courses and workplace essential skills training programs.

What is being measured and how?	*Why is it important to measure this?*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator?*	*What is the trend over time for this indicator?*	*Comments/recent actions/report links*
6. *Our contribution to meeting the evolving skills requirements of the labour market is measured by the number of individuals receiving employment services and the number of job orders posted on the Job Bank, which brings job seekers and employers together.*	Assisting unemployed individuals to prepare for, find and keep employment is important for the economy, for the well-being of individuals and for the communities they reside in. Many people make the transition from unemployment to employment without assistance. Use of employment services is a measure of how governments are helping those that do need assistance.	2001/02 Job Bank Total number of job orders posted: 18,105	2011/12 Job Bank Total number of job orders posted: 28,579	Longer term trend of increase Overall between 2001/02 and 2011/12 the number of job orders posted increased by 57.8%. However, during the economic downturn postings decreased. There was a slight year over year decrease (-2.5%) in the number of jobs posted from 2010/11 (29,313) to 2011/12.	As part of the Labour Market Development Agreement, the Department delivers the National Employment Services. The Job Bank, through which current job vacancies are posted on the Internet, is one of these services.

What is being measured and how?	*Why is it important to measure this?*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator?*	*What is the trend over time for this indicator?*	*Comments/recent actions/report links*
7. *Employment services for individuals include employment needs assessment, employment/career counseling, access to labour market and other information, job search assistance, access to computers, and other employment services.*		2001/02 Employment Manitoba - Employment Services for Individuals 6 Total Clients Served: 36,333	2011/12 Employment Manitoba - Employment Services for Individuals Total Clients Served: 29,893	Year over year decrease of 15.1% (35,202 total clients served in 2010/11) The long term trend is stable. After past years of increase, the number of total clients served has decreased and is more consistent with the baseline year.	Employment Manitoba saw a decrease in the number of clients served 2011/12 over 2010/11. This decline demonstrates a trend towards stable client volumes after the economic downturn.

6All Employment Manitoba clients receive employment counselling and may receive other employment services. Number of individuals beginning an employment service with Employment Manitoba between April 1, 2011 and March 31, 2012. This includes participants beginning the second year of a two year program.

Trade Indicators

What is being measured and how?	*Why is it important to measure this?*	*Where are we starting from? (baseline measurement)*	*What is the most recent available value for this indicator?*	*What is the trend over time for this indicator?*	*Comments/recent actions/report links*
8. *The export readiness of Manitoba companies* Tracking the umber of companies assisted to explore new markets and / or expand within existing markets through articipation in tradeshows and missions.	A key for Manitoba companies to remain competitive in a competitive global market and to grow is the ability to access new markets. In order to access new markets companies must understand business cultures within those markets and develop in-market contacts/clients.	In the 2005/06 fiscal year, 100 companies reported either first time exports or exports to new markets.	In 2011/12, Manitoba Trade and Investment supported 180 Manitoba companies and organizations to explore new markets and expand within existing markets through participation in trade shows and trade missions.	The trend over time indicates that Manitoba companies continue to be aware of the importance of exporting and are exploring new export opportunities. 2011/12 saw an increase in the number of companies assisted, up from 125 in 2010/11.	Manitoba Trade's 2010/11 company database lists 1,905 companies who are active and/or interested in exporting out of a total listing of 5,483 companies.

The Public Interest Disclosure (Whistleblower Protection) Act

The Public Interest Disclosure (Whistleblower Protection) Act came into effect in April 2007. This law gives employees a clear process for disclosing concerns about significant and serious matters (wrongdoing) in the Manitoba public service, and strengthens protection from reprisal. The Act builds on protections already in place under other statutes, as well as collective bargaining rights, policies, practices and processes in the Manitoba public service.

Wrongdoing under the Act may be: contravention of federal or provincial legislation; an act or omission that endangers public safety, public health or the environment; gross mismanagement; or, knowingly directing or counseling a person to commit a wrongdoing. The Act is not intended to deal with routine operational or administrative matters.

A disclosure made by an employee in good faith, in accordance with the Act, and with a reasonable belief that wrongdoing has been or is about to be committed is considered to be a disclosure under the Act, whether or not the subject matter constitutes wrongdoing. All disclosures receive careful and thorough review to determine if action is required under the Act, and must be reported in a department's annual report in accordance with Section 18 of the Act.

The following is a summary of disclosures received by Manitoba Entrepreneurship, Training and Trade for fiscal year 2011-2012:

Information Required Annually (per Section 18 of The Act)	**Fiscal Year 2010-2011**
The number of disclosures received, and the number acted on and not acted on. *Subsection 18(2)(a)*	**NIL**
The number of investigations commenced as a result of a disclosure. *Subsection 18(2)(b)*	**NIL**
In the case of an investigation that results in a finding of wrongdoing, a description of the wrongdoing and any recommendations or corrective actions taken in relation to the wrongdoing, or the reasons why no corrective action was taken. *Subsection 18(2)(c)*	**NIL**

PART B - CAPITAL INVESTMENT

Capital Investment is provided in the Estimates of Expenditures under Part B. For the year ended March 31, 2011, the department's capital authority provided for the acquisition, development and enhancement of information technology systems to support business processes, communication, training and international relations.

Part B - Capital Investment

Expenditures by Sub-Appropriation	Actual 2011/12 $	Estimate 2011/12 FTE	Estimate 2011/12 $	Variance Over (Under)	Expl. No.
B.10(a) Access Manitoba	5,465		5,465	-	
Total Capital	**5,465**		**5,465**	-	

APPENDIX A

ASSOCIATED AGENCIES, BOARDS, COMMISSIONS and COUNCILS

THE ADVISORY COUNCIL ON WORKFORCE DEVELOPMENT
The role of the advisory council is to consult with sector councils and provide information and advice to the minister about workforce trends, and about initiatives, policies and strategies for developing Manitoba's workforce.

THE APPRENTICESHIP AND TRADES QUALIFICATIONS BOARD
The Apprenticeship and Trades Qualifications Board provides a governance and leadership role within its advisory mandate to coordinate a relevant, accessible and responsive apprenticeship and certification system in Manitoba. The Board's governance role involves responsibility for the development of an annual strategic plan based on consultations with stakeholders to identify and provide leadership on issues that have an impact on the apprenticeship system as a whole. The Board tables an annual report under separate cover with the Manitoba legislature.

THE MANITOBA DEVELOPMENT CORPORATION
The Manitoba Development Corporation (MDC) provides loans and loan guarantees under Part 2, The Development Corporation Act. MDC tables its annual financial statements under separate cover with the Manitoba Legislature.

THE MANITOBA TRADE AND INVESTMENT CORPORATION
The Manitoba Trade and Investment Corporation (MTIC) is a provincial agency of Manitoba Competitiveness, Training and Trade. As an administrative mechanism, the Corporation supports the economic priority of building the Manitoba economy through increased exports and industry investment. The Corporation facilitates cost-sharing partnerships for specific projects and provides administrative support for missions by collecting revenues and paying related expenditures. The Corporation tables an annual report under separate cover with the Manitoba legislature.

THE PROVINCIAL TRADE ADVISORY COMMITTEES (PTACs)
The Apprenticeship and Trades Qualifications Board appoints Provincial Trade Advisory Committees (PTACs). The PTACs provide recommendations to the Board respecting trade regulations, training standards, examinations and certification standards.

APPENDIX B

FINANCIAL INFORMATION

Entrepreneurship, Training and Trade
Summary of Business Assistance
2011-2012 Fiscal Year

GRANT ASSISTANCE – SMALL BUSINESS DEVELOPMENT	60,000
GRANT ASSISTANCE – COMMERCIALIZATION SUPPORT FOR BUSINESS	2,229,599
	$ 2,289,599

APPENDIX C

FINANCIAL INFORMATION

Entrepreneurship, Training and Trade
Listing of Business Assistance
2011-2012 Fiscal Year

COMMERCIALIZATION SUPPORT FOR BUSINESS PROGRAM

Accurate Glass	$ 3,991
AmbuTech Inc.	1,304
Biomedical Commercialization Corporation	200,000
Botanical PaperWorks	6,772
Chocolatier Constance Popp	3,750
Cogmation Robotics	18,679
Coldwin Software	40,000
Daher Manufacturing	2,840
Danny's Whole Hog	3,775
DiSanto Foods Ltd.	1,263
Eco Stream Canada	2,859
Emerge Knowledge Design	1,750
Emotion Media Inc.	5,808
ERLPhase Power Technologies	8,719
Flatland Software	13,706
Green Bean Coffee Imports	1,765
Heartland International English School	3,220
ICTAM	100,000
Industrial Technology Centre	100,000
IHPN Business Systems	682
Innovate Manitoba Website Development	55,000
Innovate Manitoba FSP Innovation Hub	57,500
K9 Pro Wear	2,884
Kane Biotech Inc	12,376
LSAM	100,000
Marsala Biotech	33,623
MB Agri-Health Research Network	75,000
MB Innovation Council	269,292
Meal Metrics	67,500
Mila Maximates	3,935
MJAnne Couture	2,366
New Media Manitoba	25,000
Oi Furniture	1,978
Palumbo Foods	3,739
Parrott Ventures	1,330

FINANCIAL INFORMATION - Continued

Entrepreneurship, Training and Trade
Listing of Business Assistance
2011-2012 Fiscal Year

PO-MO Inc	4,075
PO-MO Inc 2	5,219
Prairie Flax Products Inc.	1,561
Prairie Pulp & Paper	69,543
Protegrea	150,000
Red River Press	24,765
Rocky Lake Birch Works ltd	5,644
Slingsisters Inc	1,294
Slingsisters Inc 2	676
Smarter U Inc.	2,676
SnackMart	472
Sosie Foods	2,649
StressVest Inc.	21,116
The Eureka Project	170,000
TR Labs	480,000
Ultimate Music Theory	4,126
Waldbee Natural Honey Inc.	1,017
Westland Plastics Ltd.	8,000
Winkler Meats	40,800
XiteBlo Technologies	3,560
	$ 2,229,599

SMALL BUSINESS DEVELOPMENT

Manitoba Marketing Network Inc	60,000
	$ 60,000